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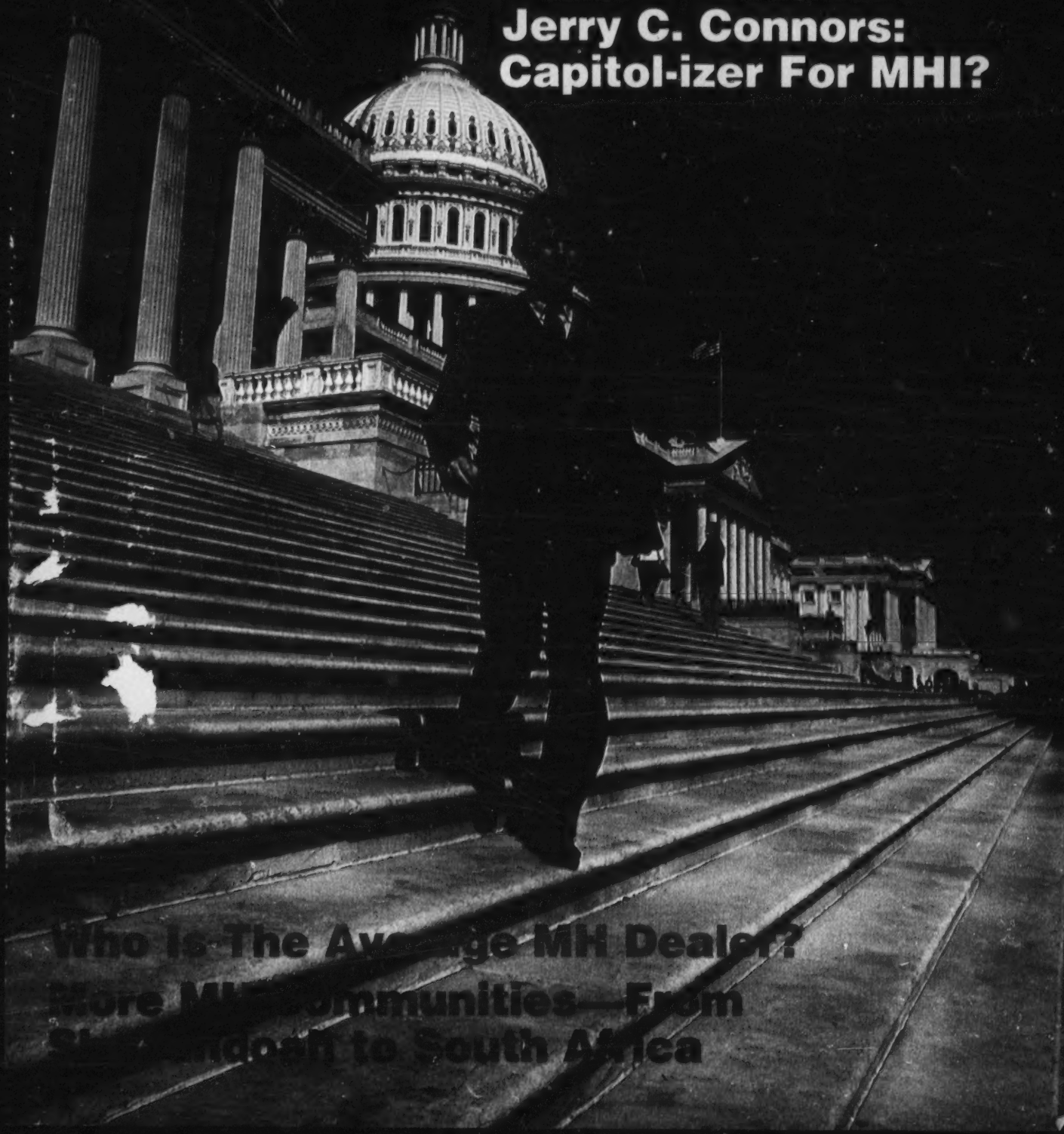

Jerry C. Connors: Capitol-izer For MHI?

Who Is The Average MH Dealer?

More MH Communities—From Shenandoah to South Africa

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MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0163-1977). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY, EXCEPT SEMIMONTHLY IN JANUARY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, CALIFORNIA 91301.

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SHIPMENT AND PRODUCTION OF MOBILE HOMES IN JULY, 1982

Revised

State		Single Section	Multi Section	Total July '82	Total July '81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabas	Prod	1566	113	1681	1562	8 31	11 411	11 166	2 19
	Ship	468	51	519	502	3 38	3950	3554	14 16
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	37	12	49	28	75 00	287	98	192 85
Arizona	Prod	200	135	335	485	30 92	2970	3689	19 49
	Ship	169	132	301	469	35 82	2772	3927	29 41
Arkansas	Prod	287	30	317	279	13 62	2187	1975	10 73
	Ship	191	37	228	245	6 93	1749	1674	4 48
California	Prod	21 .	500	711	1173	39 38	5281	8708	39 35
	Ship	173	428	601	1032	41 76	4380	7447	41 18
Colorado	Prod	88	42	128	237	45 99	882	1689	47 77
	Ship	108	51	159	275	42 18	1329	2067	35 70
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	15	1	16	25	36 00	132	177	25 42
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	63	8	71	110	35 45	689	804	14 30
Florida	Prod	588	686	1274	1514	15 85	10 147	11 666	13 01
	Ship	776	765	1541	1971	21 81	13 002	15 587	16 58
Georgia	Prod	2116	639	2755	2566	7 36	19 659	17 891	9 88
	Ship	746	280	1026	1054	2 65	7050	6848	2 95
Idaho	Prod	152	98	250	392	36 22	2040	3000	32 00
	Ship	58	50	108	121	9 91	723	1105	34 57
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	197	42	239	331	27 79	1488	2053	27 47
Indiana	Prod	1470	280	1750	2282	23 51	11 434	14 278	19 91
	Ship	269	52	321	443	27 53	1926	2896	33 79
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	53	9	62	151	58 94	243	387	37 20
Kansas	Prod	615	45	660	820	19 51	6309	9665	11 36
	Ship	183	30	213	249	14 45	1808	1709	5 80
Kentucky*	Prod	—	—	—	—	—	—	—	—
	Ship	293	49	342	404	15 34	2406	2795	13 91
Louisiana	Prod	269	21	290	309	6 14	2133	2022	5 48
	Ship	1141	54	1195	1327	9 94	9152	9595	4 61
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	85	1	86	107	19 62	448	606	26 07
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	59	10	69	107	35 51	672	702	4 27
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	27	10	37	57	35 08	235	279	15 77
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	201	59	260	470	44 68	1679	2866	41 26
Minnesota	Prod	132	16	148	254	41 73	1117	1614	30 79
	Ship	121	8	129	231	44 15	869	1199	28 35
Mississippi	Prod	463	4	467	307	52 11	3449	2185	57 84
	Ship	326	49	375	379	1 05	2581	2631	1 90
Missouri	Prod	69	38	107	172	37 79	1089	1206	9 70
	Ship	237	26	263	272	3 30	2111	2297	8 09
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	63	11	74	138	46 37	490	876	44 06
Nebraska	Prod	315	48	363	373	2 68	2488	2491	0 08
	Ship	34	7	41	76	46 05	427	609	29 88
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	60	67	127	193	22 08	841	1266	34 60
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	61	9	70	94	25 53	375	456	17 76
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	29	8	37	64	42 18	252	310	18 70
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	312	58	370	385	1 35	2406	2035	18 32
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	308	47	353	441	19 95	2237	2270	1 45
North Carolina	Prod	1331	241	1572	1832	14 19	10 579	11 145	5 07
	Ship	1119	182	1301	1359	4 26	8040	8401	4 29
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	53	9	62	125	50 40	633	928	31 86
Ohio	Prod	122	19	141	174	18 96	786	1284	38 78
	Ship	244	47	291	457	36 32	2120	3458	38 65
Oklahoma	Prod	86	8	94	67	40 29	679	601	12 97
	Ship	939	74	1013	882	14 86	7838	5453	43 57
Oregon	Prod	206	208	414	659	37 17	3423	4087	16 83
	Ship	61	73	134	287	53 31	1137	2102	45 90
Pennsylvania	Prod	802	107	909	1202	24 37	6106	6059	0 77
	Ship	431	42	473	561	18 58	3809	3480	3 70
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	6	1	7	7	0	35	63	44 44
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	486	140	626	772	18 91	4357	4767	8 98
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	58	9	67	65	3 07	361	443	18 51
Tennessee	Prod	498	105	603	699	12 48	4713	3960	19 01
	Ship	307	57	364	394	7 61	3015	2720	10 84
Texas	Prod	3009	322	3331	3165	5 24	24 467	20 443	19 68
	Ship	3279	319	3598	3165	13 68	26 779	20 222	32 42
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	65	38	103	122	15 57	814	748	8 82
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	36	3	39	48	18 75	257	294	12 58
Virginia	Prod	320	8	328	205	60 00	1727	1431	20 68
	Ship	370	61	431	434	0 69	2791	2656	5 08
Washington	Prod	76	48	124	137	9 48	752	1186	36 59
	Ship	176	173	349	573	39 09	2871	4074	29 52
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	203	29	232	323	28 17	1729	1917	9 85
Wisconsin	Prod	278	9	284	456	37 71	1792	2630	31 86
	Ship	197	5	202	236	14 40	1203	1597	24 67
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	77	17	94	186	52 04	763	1267	39 77
DC & US Territory	Prod	—	—	—	—	—	—	—	—
	Ship	—	—	—	—	—	—	—	—
Export	Prod	—	—	—	—	—	—	—	—
	Ship	2	0	2	—	—	89	—	—
Canada	Prod	0	0	0	0	0	0	0	0
Dest Pend	Ship	612	123	735	110	522 69	4v79	1396	256 88
TOTAL	Prod	15 583	3823	19 406	21 815	11 04	140 296	146 746	4 39
	Ship	15 583	3823	19 406	21 815	11 04	140 296	146 746	4 39
States shown with *		314	74	388	534	27 34	2772	3309	17 73

HOMES

Gregory Construction Systems of Irvine, California, has created a 60 percent factory-built, 40 percent on-site built home series that requires approximately 30 days for completion. Referred to as "hybrid construction," the homes range in size from 1500 to 1800 square feet, have three bedrooms and three baths, and sell for about $90,000, plus the cost of the land. Upgraded features and amenities include solid ash cabinets, microwave oven, French doors and parquet flooring. There are vaulted and luminous ceilings, stained glass windows, garage lofts and other custom interior features. Exterior features include Masonite wood fiber sidings in the DropSide and PineRidge patterns. Gregory Construction Systems, 17961 Cowan, Irvine, California 92714, or circle Reader Service No. 53.

A new type of home has been developed by Carolina International, Incorporated, a subsidiary of Elder International, Incorporated. One major design accomplishment is the steep pitch of the roof, which previously was next to impossible to achieve with other modular homes because of height restrictions on highways. Elder's engineers achieved roof pitches of 4/12 to 6/12, as compared to 3/12 or less for typical modular homes by developing a method for folding the roof during transit and then raising it in place at the site. Another change is a design that enables the homes to be installed on a continuous concrete foundation with not more than an eight-inch elevation from ground level. The homes are finished with brick, stone or wood, and have garages. Complete with land, prices range from $39,000 for a 1037-square-foot, two-bedroom model, to $56,000 for a 1342-square-foot, three-bedroom model. Included in the price are General Electric appliances, Armstrong floors and carpeting, and Coleman gas furnace and air-conditioning. An energy-savings package includes full thicknesses of insulation, double-glazed windows, insulated exterior doors, automatic setback thermostat and a solar hot water heater. A heat pump is optional. Carolina International, Incorporated, 2500 E. T.C. Jester, Suite 210, Houston, Texas 77252, or circle Reader Service No. 54.

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BUSINESS

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Special Section:

47th National MH Show

Will The Real P.A. Please Stand Up?

Walls! And These Are No Wallflowers!

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ON THE COVER: OUR COVER PHOTO SHOWS THE VERSATILITY OF MANUFACTURED HOMES IN ANY SEASON. DECORATING FOR THE SEASON IS FURTHER NOTED IN OUR SHOW SECTION BY THE SCHULT HOME ON PAGE 46 AS APPEARING IN THE LOUISVILLE SHOW LAST JANUARY. PHOTO: MIRANTE ALMAZAN.

MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0745-1040). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY, EXCEPT SEMIMONTHLY IN JANUARY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, CALIFORNIA 91301.

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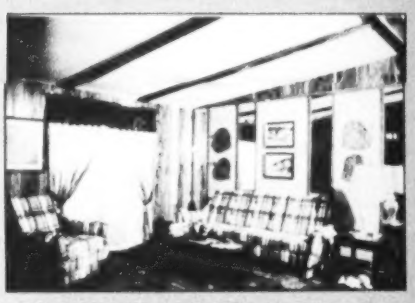
SHIPMENT AND PRODUCTION OF MOBILE HOMES IN AUGUST, 1982

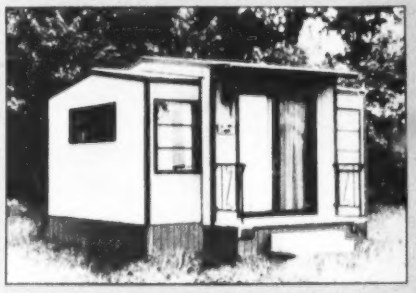
Revised

State		Single Section	Multi Section	Total Aug. '82	Total Aug. '81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabama	Prod	1647	128	1775	1650	7 58	13 186	12 816	2 89
	Ship	470	57	527	529	0 38	3577	4083	12 39
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	47	11	58	17	241 18	345	115	200 00
Arizona	Prod	298	175	473	529	10 59	3443	4218	18 37
	Ship	263	178	441	557	20 83	3213	4484	28 35
Arkansas	Prod	345	27	372	299	24 41	2559	2274	12 53
	Ship	388	28	416	297	40 40	2825	2665	5 97
California	Prod	246	569	815	1143	28 70	6096	9851	38 12
	Ship	183	480	663	982	32 48	5043	8429	40 17
Colorado	Prod	53	48	101	288	64 93	983	1977	50 28
	Ship	128	58	186	343	45 77	1515	2410	37 14
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	30	3	33	3*	6 45	165	208	20 67
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	111	12	123	130	5 38	812	934	13 06
Florida	Prod	697	867	1564	1736	9 91	11 711	13 401	12 61
	Ship	996	981	1977	2177	9 19	14 979	17 764	15 68
Georgia	Prod	2341	785	3126	2709	15 39	22 785	20 600	10 61
	Ship	829	347	1176	1121	4 91	8226	7969	3 22
Idaho	Prod	154	105	259	400	35 25	2299	3400	32 38
	Ship	63	40	103	135	23 70	826	1240	33 39
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	275	68	343	325	5 54	1832	2378	22 96
Indiana	Prod	1662	326	1988	2323	14 42	13 422	16 601	19 15
	Ship	315	68	383	405	5 43	2308	3291	29 87
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	77	10	87	114	23 68	330	501	34 13
Kansas	Prod	818	50	868	896	3 13	7177	6861	9 39
	Ship	234	45	279	262	6 49	1887	1971	4 26
Kentucky*	Prod	—	—	—	—	—	—	—	—
	Ship	281	55	336	461	27 11	2742	3256	15 79
Louisiana	Prod	273	27	300	330	9 09	2433	2352	3 44
	Ship	1181	71	1252	1418	11 58	10 404	11 011	5 51
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	105	3	108	92	17 39	556	698	20 34
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	84	8	92	120	23 33	764	822	7 06
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	42	9	51	60	15 00	286	339	15 63
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	254	73	327	449	27 17	2006	3305	39 30
Minnesota	Prod	152	24	176	238	26 05	1293	1852	30 18
	Ship	136	19	155	138	12 32	1014	1337	24 16
Mississippi	Prod	524	7	531	319	66 46	3980	2504	58 95
	Ship	330	42	372	381	2 36	2953	3012	1 96
Missouri	Prod	87	47	134	182	26 37	1223	1388	11 89
	Ship	215	33	248	349	28 94	2359	2646	10 85
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	67	15	82	159	48 43	572	1035	44 73
Nebraska	Prod	284	60	344	366	6 01	2833	2491	13 73
	Ship	61	17	78	74	5 41	505	683	26 06
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	70	80	150	150	0	991	1436	30 99
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	50	9	59	91	35 16	434	547	20 66
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	47	10	57	62	8 06	309	372	16 94
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	300	80	380	317	19 87	2788	2352	18 54
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	424	64	488	403	21 09	2725	2673	1 95
North Carolina	Prod	1490	280	1770	1704	3 87	12 349	12 849	3 89
	Ship	1127	219	1346	1325	1 58	9386	9726	3 50
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	61	9	70	134	47 76	703	1063	33 87
Ohio	Prod	138	8	146	148	13 70	952	1430	33 43
	Ship	302	54	356	492	27 64	2476	3948	37 28
Oklahoma	Prod	100	10	110	82	34 15	789	683	15 52
	Ship	1052	85	1137	985	15 43	9075	6438	40 96
Oregon	Prod	297	244	541	747	27 58	3964	4814	17 86
	Ship	69	100	169	306	44 77	1308	2408	46 18
Pennsylvania	Prod	1021	130	1151	1203	4 32	7257	7262	0 07
	Ship	480	57	537	599	10 35	4146	4079	1 64
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	9	0	9	7	28 57	44	70	37 14
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	559	175	734	688	6 69	5091	5475	7 01
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	51	9	60	58	3 45	421	501	15 97
Tennessee	Prod	538	93	631	656	3 81	5344	4616	15 77
	Ship	326	57	383	335	14 33	3388	3055	11 23
Texas	Prod	3363	408	3771	3203	17 73	28 238	23 646	19 42
	Ship	3628	353	3981	3222	23 56	30 760	23 444	31 21
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	75	47	122	144	15 28	936	882	4 93
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	41	2	43	52	17 31	300	346	13 29
Virginia	Prod	325	14	339	243	39 51	2066	1674	23 42
	Ship	455	53	508	523	2 87	3299	3179	3 77
Washington	Prod	56	70	126	145	13 10	878	1331	34 03
	Ship	240	204	444	581	23 58	3315	4655	28 79
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	253	51	304	299	1 67	2032	2216	8 30
Wisconsin	Prod	273	13	286	394	21 43	2078	2994	30 59
	Ship	181	3	184	201	8 46	1387	1798	22 86
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	64	26	90	201	55 22	883	1486	41 99
DC & US Territory	Prod	—	—	—	—	—	—	—	—
	Ship	0	0	0	8	0	8	0	0
Export	Prod	0	0	0	0	0	0	0	0
	Ship	0	0	0	0	0	89	0	0
Canada	Prod	6	0	6	0	0	0	0	0
Dest. Pend	Ship	726	134	860	192	347 92	5839	1588	267 70
TOTAL	Prod	17 611	4616	22 227	22 415	0 84	162 523	169 161	3 92
	Ship	17 611	4616	22 227	22 415	0 84	162 523	169 161	3 92
States shown with *		403	101	504	514	1 95	3226	3823	15 62

HOMES



Style, space and value are offered by the Riverbrook from Guerdon Industries. This modern home is 24 x 55 feet in size, has three bedrooms and two full baths. Features include a cathedral ceiling, separate dining room, fully equipped kitchen with an optional snack bar and plenty of cabinet and counter space. All three bedrooms have walk-in closets. The bath adjoining the master bedroom has a garden tub. Guerdon Industries, Incorporated, PO Box 35290, Louisville, Kentucky 40232, or circle Reader Service No. 81.



A new concept in park homes is the cabin series from Park Homes, Incorporated. They tow like a travel trailer but expand into a park model on the site. The cabin has two 39-inch roller-mounted slide-outs. The board-and-batten siding has a 25-year guarantee; an aluminum underbelly protects the underside. The main structure and each slide-out has a one-piece aluminum roof. Each model has a large patio door, name-brand appliances and commercial grade carpeting. There are six interior arrangements to choose from, and a self-containment option is available. The cabin is available in three sizes: the 19-foot Cabin 192, the 27-foot Cabin 249 and the 35-foot Cabin 320. Park Homes, Incorporated, 21746 Buckingham Road, Elkhart, Indiana 46516, or circle Reader Service No. 82.

On display at the 30th Annual Dodger MH/RV Show was this newly redesigned double-section Barrington model from Fleetwood. The model is approximately 1360 square feet in size, has plenty of windows that create a spaciousness further enhanced by cathedral ceilings in the major living areas and both bedrooms.
Fleetwood Enterprises, Incorporated, Housing Group, 3125 Myers Street, Riverside, California 92523, or circle Reader Service No. 83.

MH BUSINESS

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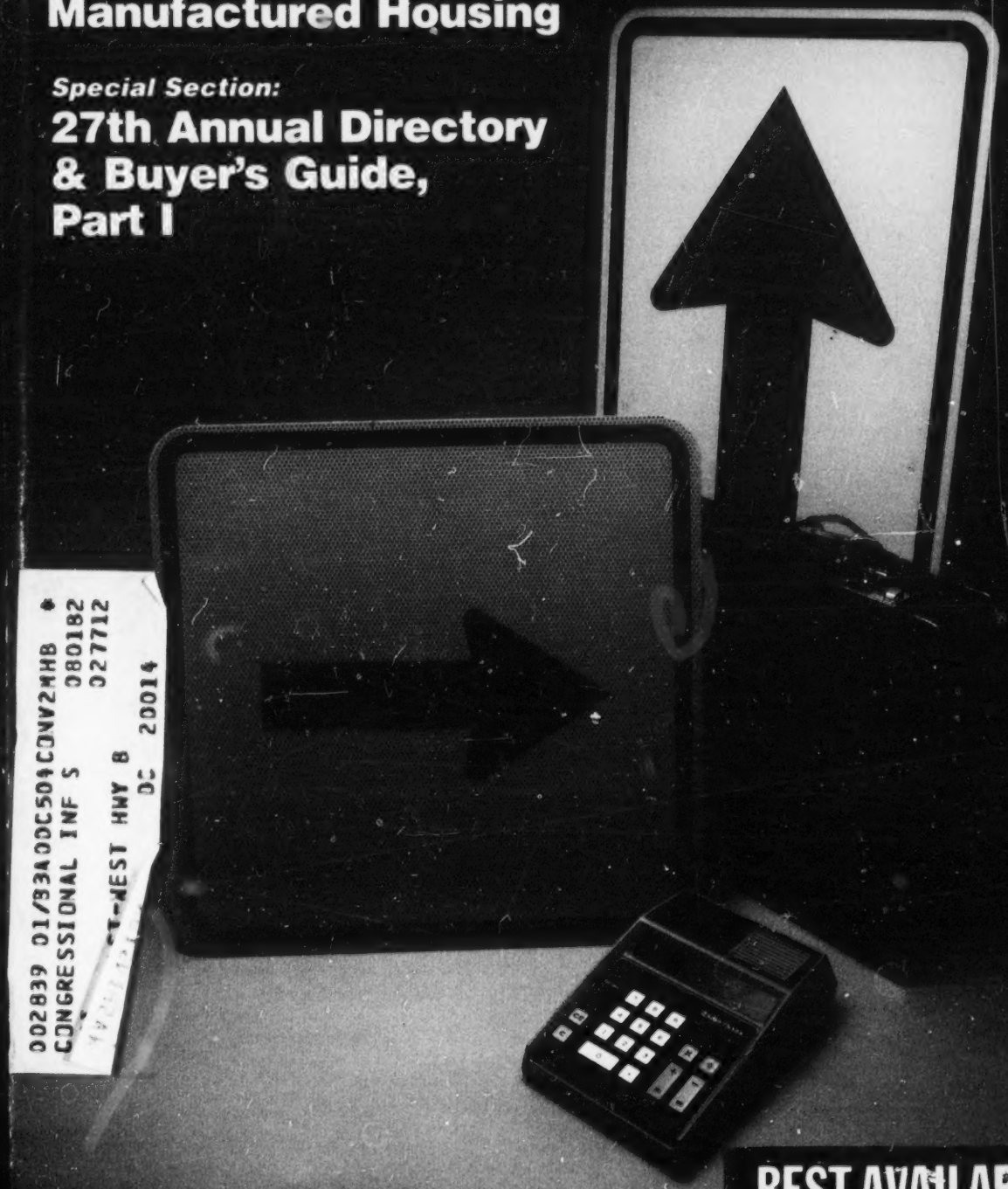
The Financial Community Looks At Manufactured Housing

Special Section:

27th Annual Directory & Buyer's Guide, Part I



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ON THE COVER: JUST IN TIME FOR THE NEW YEAR, NEW TRENDS ARE POINTING UP—PARTICULARLY IN THE FINANCIAL COMMUNITY (SEE PAGE 22). PHOTO: SKIP BAKER, IMAGICS.

MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0745-1040). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA HILLS, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, AGOURA HILLS, CALIFORNIA 91301.

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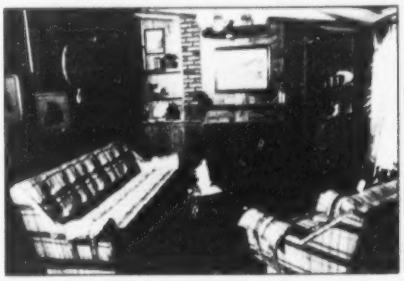
SHIPMENT AND PRODUCTION OF MOBILE HOMES IN SEPTEMBER, 1982

Revised

State		Single Section	Multi Section	Total 9/82	Total 9/81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabama	Prod	1543	110	1653	1483	10.71	14,839	14,309	3.70
	Ship	553	78	631	485	30.10	4206	4566	– 7.88
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	66	6	72	28	157.14	417	143	191.60
Arizona	Prod	321	174	495	522	– 5.17	3936	4740	– 16.91
	Ship	318	178	494	526	– 6.08	3707	5010	– 26.00
Arkansas	Prod	287	23	310	275	12.72	2869	2549	12.55
	Ship	303	38	341	195	74.87	2366	2106	12.34
California	Prod	258	517	775	1086	– 28.57	6871	10,936	– 37.17
	Ship	191	439	630	953	– 33.99	5673	9382	– 39.53
Colorado	Prod	82	48	130	272	– 52.20	1113	2249	– 50.51
	Ship	136	47	183	312	– 41.34	1686	2722	– 37.61
Connecticut*	Prod	0	0	0	0	0	0	0	0
	Ship	14	6	20	27	– 25.92	186	235	– 21.27
Delaware*	Prod	0	0	0	0	0	0	0	0
	Ship	111	18	129	106	21.69	941	1040	– 9.51
Florida	Prod	746	953	1699	1779	– 4.49	13,410	15,180	– 11.66
	Ship	1088	1080	2146	2263	– 6.00	17,125	20,047	– 14.57
Georgia	Prod	2270	780	3050	2676	13.97	25,835	23,276	10.99
	Ship	800	330	1133	958	18.26	9359	8927	4.83
Idaho	Prod	173	93	266	410	– 35.12	2585	3810	– 32.67
	Ship	84	41	105	120	– 12.50	2404	3520	– 31.70
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	230	50	280	295	– 5.08	2112	2673	– 20.98
Indiana	Prod	1581	327	1918	2003	– 4.24	15,340	18,604	– 17.54
	Ship	304	61	365	341	7.03	2673	3632	– 26.40
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	51	12	63	117	– 46.15	383	618	– 38.40
Kansas	Prod	823	45	868	927	– 27.93	7845	7488	4.76
	Ship	212	40	252	254	– 0.78	2139	2225	– 3.86
Kentucky*	Prod	0	0	0	0	0	0	0	0
	Ship	310	56	366	417	– 12.23	3108	3673	– 15.38
Louisiana	Prod	240	13	253	332	– 23.79	2686	2684	0.07
	Ship	1113	42	1155	1278	– 9.62	11,559	12,288	– 5.94
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	94	2	96	95	1.05	852	793	– 17.78
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	79	13	92	91	1.09	856	913	– 6.24
Massachusetts*	Prod	0	0	0	0	0	0	0	0
	Ship	27	11	38	57	– 33.33	324	398	– 18.18
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	265	75	340	444	– 23.42	2346	3749	– 37.42
Minnesota	Prod	129	17	146	192	– 23.95	1439	2044	– 29.59
	Ship	135	13	148	121	22.31	1162	1458	– 20.30
Mississippi	Prod	535	8	543	321	69.15	4523	2825	60.10
	Ship	293	32	325	281	15.65	3278	3293	– 0.45
Missouri	Prod	71	32	103	195	– 47.17	1326	1583	– 16.23
	Ship	221	33	254	300	– 15.33	2613	2946	– 11.30
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	81	13	94	147	– 36.05	666	1182	– 43.65
Nebraska	Prod	329	45	374	371	0.80	3207	2862	12.05
	Ship	66	18	84	99	– 15.15	589	782	– 24.68
Nevada*	Prod	0	0	0	0	0	0	0	0
	Ship	51	56	107	124	– 13.70	1098	1580	– 29.81
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	68	11	79	62	27.41	513	609	– 15.76
New Jersey*	Prod	0	0	0	0	0	0	0	0
	Ship	38	12	48	55	– 12.72	357	427	– 16.39
New Mexico*	Prod	0	0	0	0	0	0	0	0
	Ship	289	48	317	340	– 6.76	3105	2692	15.34
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	386	67	453	335	35.22	3178	3008	5.65
North Carolina	Prod	1356	303	1659	1626	2.02	14,008	14,475	– 3.22
	Ship	1097	267	1364	1317	3.56	10,750	11,043	– 2.65
North Dakota*	Prod	0	0	0	0	0	0	0	0
	Ship	58	16	74	100	– 26.00	777	1163	– 33.19
Ohio	Prod	175	8	183	149	22.81	1135	1579	– 28.11
	Ship	319	66	385	442	– 12.89	2861	4380	– 34.82
Oklahoma	Prod	65	10	75	108	– 30.55	864	791	9.22
	Ship	831	70	901	1044	– 13.69	9976	7482	33.33
Oregon	Prod	289	225	524	991	– 24.16	4488	5505	– 18.47
	Ship	66	81	147	309	– 52.42	1453	2717	– 46.52
Pennsylvania	Prod	897	153	1050	1203	– 12.71	8307	8486	– 1.98
	Ship	410	51	461	491	– 6.10	4607	4570	0.80
Rhode Island*	Prod	0	0	0	0	0	0	0	0
	Ship	4	1	5	8	– 37.50	49	78	– 37.17
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	478	148	626	732	– 14.48	5717	6207	– 7.89
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	47	8	55	65	– 15.38	476	566	– 15.90
Tennessee	Prod	509	95	604	611	– 1.14	5946	5227	13.79
	Ship	274	55	329	344	– 4.36	3727	3399	9.64
Texas	Prod	3081	371	3452	3298	4.66	31,690	26,944	17.61
	Ship	3279	357	3636	3271	11.55	34,396	26,715	28.75
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	66	35	101	145	– 30.34	1037	1037	0
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	36	2	38	38	0	338	384	– 11.97
Virginia	Prod	373	12	385	222	73.42	2451	1896	29.27
	Ship	437	58	495	456	8.07	3794	3637	4.31
Washington	Prod	38	69	107	147	– 27.21	985	1478	– 33.35
	Ship	201	199	400	534	– 25.09	3715	5189	– 28.40
West Virginia*	Prod	0	0	0	0	0	0	0	0
	Ship	214	34	248	269	– 7.80	2260	2465	– 8.24
Wisconsin	Prod	293	22	315	346	– 8.95	2393	3340	– 28.35
	Ship	222	7	229	213	– 7.51	1616	2011	– 19.64
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	58	19	77	189	– 59.25	930	1657	– 43.87
DC & US Territory	Prod								
	Ship	0	0	0	2	0	0	0	0
Export	Prod								
	Ship	0	0	0	0	0	89	0	0
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend	Ship	675	129	804	352	128.40	6643	1940	242.42
TOTAL	Prod	16,686	4527	21,215	21,569	– 1.64	183,738	190,730	– 3.66
	Ship	16,686	4527	21,215	21,569	– 1.64	183,738	190,730	– 3.66
States shown with *		404	74	478	486	– 1.64	3704	4309	– 14.04

HOMES

The warm richness of dark oak and economical pricing are found in Excel's Celebration series kitchens with "Winfield." The rectangular recessed panels and frames are constructed of oak. Cabinet sides are of select oak veneers. The Winfield kitchen features mortise and tenon joints, dovetailed sides, smooth-gliding drawers on side-mounted ball bearing slides, slide-out base shelves, self-closing hinges, and an oven-cured finish to ensure maximum durability and protection from stains, scratches and household chemicals. A wide variety of optional features are also available. Excel Wood Products Company, Incorporated, PO Box 819, Lakewood, New Jersey 08701, or circle Reader Service No. 100.



The Riverbrook series from Guerdon Industries is designed for contemporary living. This 24 x 60-foot home has a separate dining room, three bedrooms, two baths and family room, making it versatile for any lifestyle. A full bath adjoins the master bedroom and features a garden tub, double vanities and ample towel and linen storage. The spacious family room features a cathedral ceiling, and is accented by a fireplace, making the appeal of this cozy and friendly. Guerdon Industries, Incorporated, PO Box 35290, Louisville, Kentucky 40232, or circle Reader Service No. 101.

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MHs AS HOME

DAVID J. LEICHEY

■ One of the key factors in determining the availability of funding within the lending community for a particular loan portfolio is the historic and current performance of the loan portfolio itself. This is particularly true in the housing related lending community. Banks and other lending institutions are continually concerned about both the profitability and exposure associated with home loans. The concern and activity in this area becomes more complicated for a lending institution during periods of economic recession such as the one we are currently in.

The assumption that manufactured home loans and conventional housing mortgages record higher deliquency and foreclosure statistics during a period of economic recession is generally true. In the current recession, this assumption, while accurate in defining the conventional housing mortgage status, is definitely the opposite of what is happening with the conduct of the manufactured home loans serviced by banks throughout the country. Actually, manufactured home loans in the first six months of 1982 have improved significantly in both the deliquency and repossession catagories as reported by the American Bankers Association in its quarterly *Deliquency Rates on Bank Installment Loan* report. In April of 1982, the ABA reported a manufactured home deliquency rate of 2.38% as a percentage of the total number of loans outstanding. This figure was the lowest percentage recorded by the ABA since the conception of its comparable deliquency ratios on manufactured home loans. When the ABA first began reporting manufactured home loan deliquency statistics in January 1975 the deliquency rate for manufactured homes was 4.35%.

While the American Bankers Association was reporting historic improvement in manufactured home loan deliquencies in the first half of 1982, the Mortgage Bankers Association was stating that overdue payments on conventional home mortgages were at record levels. In r own independent survey, the MBA recorded that of 8.3 million home mortgages surveyed in the June 1982 quarter, 5.56% of the loans were at least 30 days past due. This figure was up from the 5.35% high of the first quarter of 1982.

When examining repossessions of manufactured homes, the improved condition of the nation's manufactured home loan portfolio in 1982 looks equally encouraging. The ABA reported that the second quarter of 1982 ended with a repossession rate of 1.19% per 1000 loans outstanding by member banks. This figure compares with a 5.20% percentage of repossession per 1000 loans reported in January 1975 when the ABA began repossession statistics on manufactured homes.

Comparing these manufactured home repossession improvements with the conduct of conventional home loan foreclosures, the number of conventional home mortgages entering the foreclosure process in the second quarter of 1982 remained at the previous quarter's record rate of 0.2%. The Mortgage Bankers Association's second measure of foreclosures—the inventory of loans in the process of foreclosure—increased slightly during the second quarter to a rate of 0.55% from 0.53% in the previous three-month period.

The welcomed improvement in the manufactured home loan delinquencies in 1982 is a continuation of a favorable trend for manufactured home loans. Within the last eight years, manufactured home loans, as reported by the American Bankers Association statistics, have been improving in quality year by year. Chart No. 1 dramatizes the historic figures associated with manufactured home loan delinquencies. While the manufactured housing industry has received much criticism in the past years for alleged poor underwriting practices and assumed loan exposures, the facts clearly demonstrate that manufactured home loans have consistently been improving in the area of delinquencies, and in many cases, in a more favorable manner than the conventional home loan.

While progress was being recorded in the manufactured home loan delinquencies throughout the past eight years, improvement in the manufactured home repossession area as reported by the ABA is almost unbelievable. In June 1982 bank manufactured home repossessions per 1000 loans outstanding were 1.19% or 22.8% of what they were in January of 1975. Chart No. 2 summarizes the history of manufactured home repossessions at member banks of the ABA.

Today, funding for the multibillion-dollar annual sales of the manufactured housing industry comes from a variety of lending sources. Banks, savings and loan associations, mortgage banks, sales finance companies, finance service companies, mutual savings banks and credit unions collectively underwrite the industry's loans. Improved state and federal regulations and laws allow more active participation by all of these sources. Today, manufactured home

LOANS

financing is near parity with conventional home financing or at least, the closest it has ever been. The federal and state governments recognize the important role manufactured homes will continue to play in housing the American people in the years to come. In 1982, 30-year, simple interest loans on home/land packages are a reality. The lower selling price and loan requirements of today's affordable manufactured home, makes the loan more attractive to the lender than the conditions and staggering sales prices of conventional housing.

The improved statistics for manufactured home loan delinquencies and foreclosures should send a clear message to the banking community. Unlike the manufactured housing rumors of the past, and the current negative conduct of conventional home mortgages, there is indeed a housing portfolio in 1982 that deserves the attention and commitment of every lender. By their own report card, the banks throughout America have demonstrated that through effective, professional underwriting practices, the majority of risk can be removed from the manufactured home loan portfolio.

The American dream of home ownership has gained by the success story in manufactured home delinquencies and foreclosures. The opportunity of the banking community to respond to these positive results has never been as great or more welcome. The manufactured housing industry salutes the banking community for its excellent track record in managing manufactured home loans, and it welcomes a banking/manufactured housing partnership. ■

MOBILE HOME DELINQUENCY RATIO REPORT

MONTH	1982	1981	1980	1979	1978	1977	1976	1975
January	3.29	3.45	3.00	3.29	3.91	3.91	4.07	4.35
February	3.18	3.42	2.91	3.48	3.96	3.84	3.96	4.27
March	2.56	2.67	2.74	3.00	3.32	3.16	3.28	4.07
April	2.38	2.72	2.72	2.85	3.15	3.20	3.06	3.73
May	2.56	2.84	2.85	2.83	2.89	3.41	3.15	3.49
June	2.53	2.72	2.94	2.91	2.83	3.21	3.17	3.41
July		2.65	3.05	2.98	3.19	3.52	3.62	3.64
August		2.73	3.22	2.92	3.05	3.33	3.37	3.79
September		2.76	3.09	3.11	3.07	3.48	3.43	3.71
October		3.22	2.93	2.94	2.89	3.67	3.49	3.56
November		3.43	3.23	2.96	2.86	3.52	3.42	3.71
December		3.76	3.49	3.77	3.33	4.03	3.71	4.22

(A delinquent loan is defined by the ABA as one having an installment past due for 30 days or more.)

Figures Seasonally Unadjusted

Chart No. 1

American Bankers Association

MONTHLY MOBILE HOME REPOSSESSION RATIOS

MONTH	1982	1981	1980	1979	1978	1977	1976	1975
January	1.30	1.36	1.95	1.56	1.81	2.23	2.38	5.20
February	1.43	1.30	1.76	1.56	1.84	2.41	2.45	5.01
March	1.49	1.52	1.40	1.54	2.00	2.47	2.45	4.96
April	1.09	1.07	1.54	1.42	1.55	1.75	1.82	4.29
May	1.15	0.98	1.42	1.32	1.50	1.65	1.64	3.30
June	1.19	1.08	1.55	1.22	1.51	1.64	1.81	3.20
July		1.21	1.48	1.18	1.70	1.56	1.72	3.04
August		0.92	1.49	1.30	2.05	1.93	2.04	2.83
September		1.09	1.63	1.31	1.94	2.00	2.25	3.17
October		1.48	1.67	1.63	1.46	1.57	1.93	2.67
November		1.41	1.37	1.48	1.42	1.68	1.90	2.35
December		1.41	1.42	1.40	1.33	1.50	1.90	2.52

Number of Repossessions per 1000 Loans Outstanding

Seasonally Unadjusted

Chart No. 2

American Bankers Association

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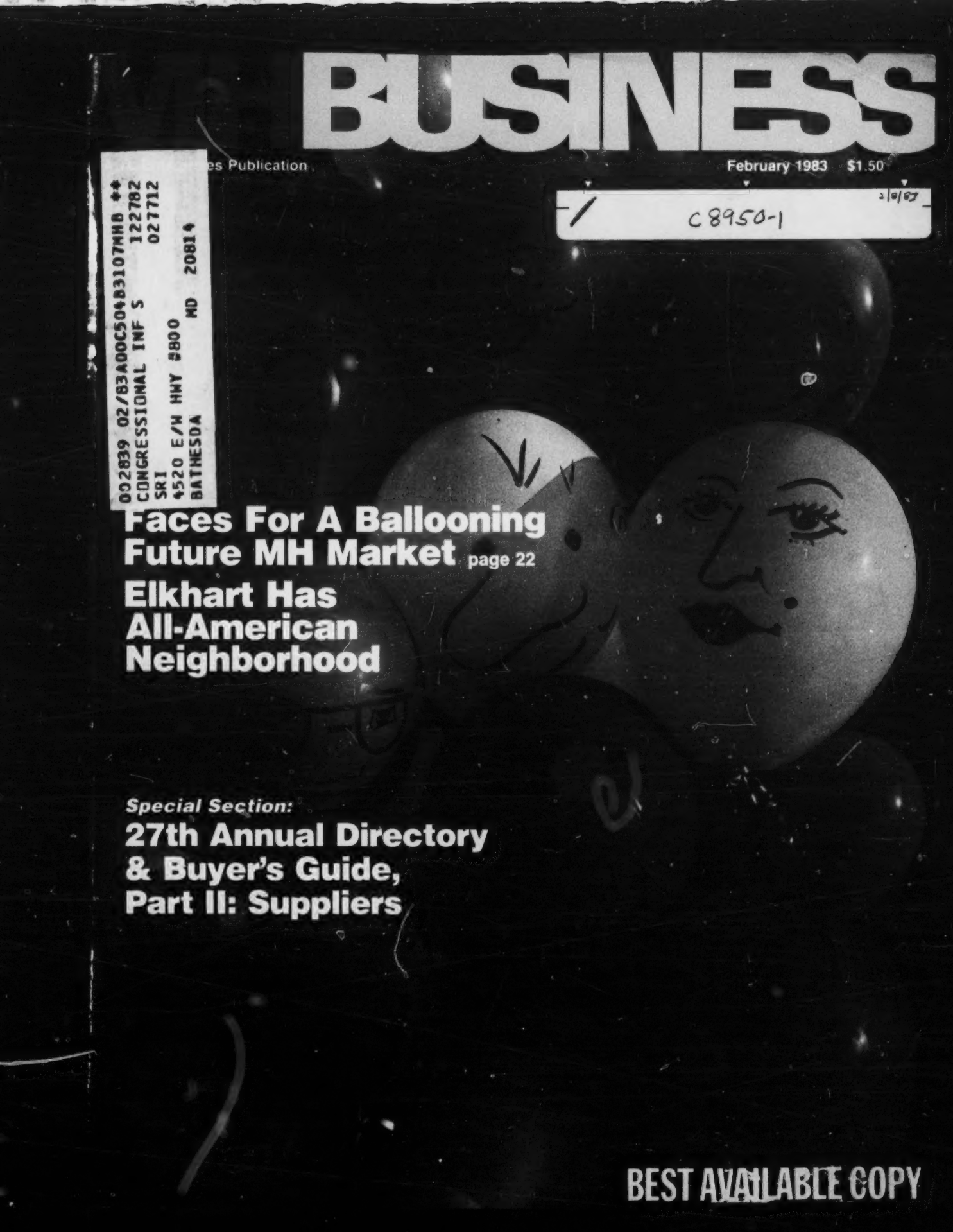

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Elkhart Has All-American Neighborhood

Special Section:

27th Annual Directory & Buyer's Guide, Part II: Suppliers

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ON THE COVER: THE MH MARKET IS RISING! WHO IS TODAY'S TYPICAL MH BUYER? MHB AND FOREMOST TELL ALL, BEGINNING ON PAGE 22. PHOTO: IMAGICS.

MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0745-1040). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. COPYRIGHT ©, 1983 TL ENTERPRISES, INCORPORATED.

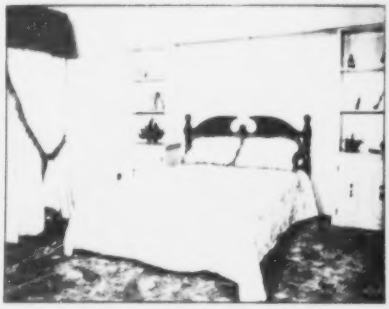
SHIPMENT AND PRODUCTION OF MOBILE HOMES IN OCTOBER, 1982

Revised

State		Single Section	Multi Section	Total Oct. '82	Total Oct. '81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabama	Prod	1370	135	1505	1509	- 0.27	16,344	15,818	3.33
	Ship	473	86	559	466	19.96	4767	5034	- 5.30
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	45	10	55	49	12.24	472	192	145.83
Arizona	Prod	328	156	484	553	- 12.48	4422	5293	- 16.46
	Ship	285	153	438	567	- 22.75	4145	5314	- 22.00
Arkansas	Prod	240	17	257	304	- 15.46	3126	2853	9.57
	Ship	236	25	261	171	52.63	2627	2277	15.37
California	Prod	266	521	787	1001	- 21.38	7658	11,937	- 35.85
	Ship	200	448	648	854	- 24.12	6321	10,236	- 38.25
Colorado	Prod	49	51	100	185	- 45.95	1213	2434	- 50.16
	Ship	122	52	174	281	- 38.08	1872	3003	- 37.66
Connecticut*	Prod	0	0	0	0	0	0	0	0
	Ship	17	1	18	22	- 18.18	203	257	- 21.01
Delaware*	Prod	0	0	0	0	0	0	0	0
	Ship	107	17	124	93	33.33	1065	1133	- 6.00
Florida	Prod	789	1007	1796	1725	4.12	15,206	16,905	- 10.05
	Ship	1168	1119	2287	2214	3.30	19,412	22,261	- 12.80
Georgia	Prod	2155	850	3005	2400	25.21	28,840	25,676	12.32
	Ship	638	361	999	828	20.65	10,358	9755	6.18
Idaho	Prod	168	101	269	366	- 26.50	2834	4176	- 32.14
	Ship	54	42	96	78	23.08	2500	3598	- 30.52
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	219	55	274	251	9.16	2386	2924	- 18.40
Indiana	Prod	1348	319	1667	1567	6.38	17,007	20,171	- 15.69
	Ship	209	48	257	281	- 8.54	2930	3913	- 25.12
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	69	8	77	87	- 11.49	470	705	- 33.33
Kansas	Prod	808	46	854	897	- 27.09	8499	8358	1.69
	Ship	204	31	235	253	- 7.11	2374	2478	- 4.20
Kentucky*	Prod	—	—	—	—	—	—	—	—
	Ship	274	63	337	349	- 3.44	3445	4022	- 14.36
Louisiana	Prod	214	16	230	317	- 27.44	2916	3001	- 2.83
	Ship	1002	63	1065	1298	- 17.82	12,624	13,585	- 7.07
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	75	2	77	49	57.14	729	842	- 13.42
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	84	13	97	122	- 20.49	953	1035	- 7.92
Massachusetts*	Prod	0	0	0	0	0	0	0	0
	Ship	31	15	46	36	27.78	370	432	- 14.35
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	229	65	294	293	0.34	2640	4042	- 34.69
Minnesota	Prod	137	11	148	190	- 22.11	1587	2234	- 29.96
	Ship	118	11	129	114	13.16	1291	1572	- 17.88
Mississippi	Prod	523	9	532	333	59.76	5055	3158	60.07
	Ship	289	54	343	278	23.38	3621	3571	1.40
Missouri	Prod	109	28	137	184	- 25.54	1463	1767	- 17.20
	Ship	240	42	282	242	16.53	2995	3188	- 9.19
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	66	16	82	108	- 24.07	748	1290	- 42.02
Nebraska	Prod	274	36	310	360	- 13.89	3517	3222	9.16
	Ship	49	14	63	82	- 23.17	652	864	- 24.54
Nevada*	Prod	0	0	0	0	0	0	0	0
	Ship	75	47	122	105	16.19	1220	1665	- 26.73
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	49	9	58	64	- 9.38	571	673	- 15.16
New Jersey*	Prod	0	0	0	0	0	0	0	0
	Ship	37	15	52	57	- 8.77	409	484	- 15.50
New Mexico*	Prod	0	0	0	0	0	0	0	0
	Ship	280	73	353	345	2.32	3458	3037	13.86
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	289	45	334	254	31.50	3512	3262	7.66
North Carolina	Prod	1425	258	1683	1727	- 2.55	15,691	16,202	- 3.15
	Ship	1179	249	1428	1332	7.21	12,178	12,375	- 1.59
North Dakota*	Prod	0	0	0	0	0	0	0	0
	Ship	46	7	53	125	- 57.60	830	1288	- 35.56
Ohio	Prod	143	6	149	93	60.22	1284	1672	- 23.21
	Ship	243	64	307	306	7.26	3168	4696	- 32.54
Oklahoma	Prod	96	8	104	118	- 11.86	968	909	6.49
	Ship	778	56	831	1069	- 22.26	10,807	8551	26.38
Oregon	Prod	280	245	525	582	- 9.79	5013	6087	- 17.64
	Ship	60	92	152	222	- 31.53	1605	2939	- 45.39
Pennsylvania	Prod	812	128	940	872	7.80	9247	9337	- 0.96
	Ship	395	52	447	416	7.45	5054	4986	1.36
Rhode Island*	Prod	0	0	0	0	0	0	0	0
	Ship	2	0	2	10	- 80.00	51	89	- 42.05
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	570	167	737	683	7.91	6454	6890	- 6.33
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	43	7	50	73	- 31.51	526	639	- 17.69
Tennessee	Prod	541	108	649	612	6.05	6597	5639	12.98
	Ship	306	77	383	300	27.67	4110	3699	11.11
Texas	Prod	3011	382	3393	3291	3.10	35,083	30,235	16.03
	Ship	3135	366	3501	3359	4.23	37,897	30,074	26.01
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	62	44	106	160	- 33.75	1143	1197	- 4.51
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	24	2	26	29	- 10.34	364	413	- 11.86
Virginia	Prod	305	7	312	222	40.54	2763	2118	30.45
	Ship	411	44	455	511	- 10.96	4249	4148	2.43
Washington	Prod	39	69	108	132	- 18.18	1093	1610	- 32.11
	Ship	213	209	422	472	- 10.59	4137	5661	- 26.92
West Virginia*	Prod	0	0	0	0	0	0	0	0
	Ship	160	31	191	232	- 17.67	2471	2717	- 9.05
Wisconsin	Prod	218	18	236	318	- 25.79	2629	3658	- 28.13
	Ship	149	10	159	163	- 2.45	1775	2174	- 18.35
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	45	11	56	148	- 62.16	986	1805	- 45.37
DC & US Territory	Prod	0	0	0	48	0	0	50	0
	Ship								
Export	Prod	—	—	—	—	—	—	—	—
	Ship	0	0	0	0	0	89	0	0
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend.	Ship	708	126	834	307	171.66	7477	2247	232.75
TOTAL	Prod	15,760	4616	20,376	20,254	0.60	204,114	210,984	- 3.26
	Ship	15,760	4616	20,376	20,254	0.60	204,114	210,984	- 3.26
States shown with *		312	84	396	396	0.00	4100	4705	- 12.86

HOMES

The exciting new Ridge-Roof from Silver-top adds style to conventional mobile home roofs. The roof is built completely of structural aluminum and is easily installed in all weather without disturbing the existing roof. The Ridge-Roof weighs less than two pounds per square foot, making load on existing sidewalls and chassis minimal. Each Ridge-Roof is custom built to accommodate any existing roof style. The rough-sawn, wood-like roof panels come in three colors with any Silver-top decor color for the trim. Silver-top Manufacturing Company Incorporated, Pulaski Highway, White Marsh, Maryland 21162, or circle Reader Service No. 83.



The Easton homes from Carolina invite you to enjoy a quiet, restful evening in comfort. Indirect overhead lighting accentuates the entire room, drawing attention to the vanity dressing table. Full-length mirrored doors cover cedar shelves in the spacious closet. A private door allows undisturbed entrance to the bath from the master suite. The bath features a skylight, double-bowl lavatory, his and hers medicine cabinets, reading rack and a large, open-air garden tub. Carolina International, Incorporated, PO Box 2061, Houston, Texas 77252, or circle Reader Service No. 82.

Be on the lookout for Section III of the 27th Annual Directory and Buyer's Guide—Coming in March MHB

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THE NEW BUYER

Of course, all of us in the manufactured housing industry understand that there is no one "typical" manufactured home owner or "typical" new buyer. Foremost's reseach picture is a nationwide composite of survey results taken in every state.

If your dealership is in New England, your typical buyer will be very different from the customers at a California dealership. Foremost has prepared regional breakdowns of survey results, which can provide a better picture of your market. Special, detailed information on your market area is available on special order from Foremost Insurance Company. Copies of the national results will be provided for the asking.

If you're interested in getting survey results for your geographic region—or a copy of the national results, write Foremost Insurance Company, Marketing Research, PO Box 2450, Grand Rapids, Michigan 49501.—Editor

■ The next time there's a lull in the conversation at a cocktail party or a family reunion, ask the stranger next to you to give you his idea of the "typical" manufactured home owner of the 1980s.

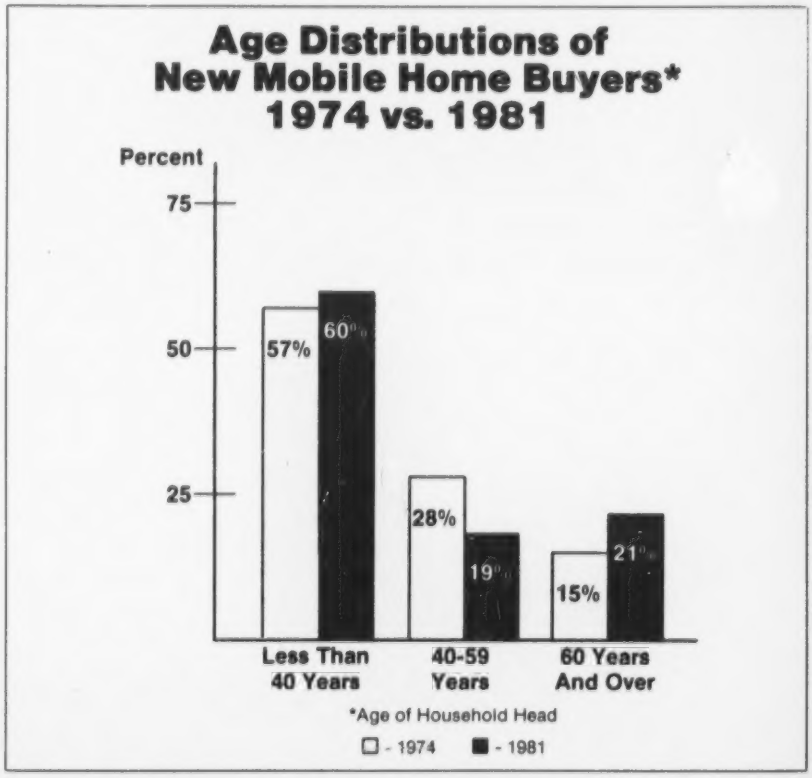
If he gives you a strange look, and then reels off a series of facts detailing manufactured home owners as either young or old, blue collar or white collar, poor or moderately well-off and prone to reside there permanently or temporarily, you've found an astute conversationalist.

That's precisely what a recent survey commissioned by Foremost Insurance Company has revealed—namely, that there just *isn't* a single stereotype that lets our industry manufacture and sell one home to just one market. And that raises some important questions for us as we approach the future.

Why has the manufactured home owner changed? Economic factors have obviously played a part. But, let's take a little credit ourselves, too. Since 1976, when the manufactured housing industry exited from its dark age, mobile homes quickly evolved to "manufactured housing." Changes in the industry necessitated a major public relations effort to revamp aged and incorrect "house trailer" stereotypes. Manufactured home quality was improving, and those of us involved in the industry wanted the public to know just how good our products were.

While gray ghosts of the "house trailer" era continue to haunt today's image of manufactured housing, the work we've done toward changing industry image is beginning to have an effect in attracting new buyers, with different needs, to manufactured homes.

From our 1982 research, we've found that people purchasing mobile homes in the 1980s are generally younger and more affluent than purchasers of a few years ago. When we compared the new manufactured home buyer of the '80s with a 1974 survey of new buyers, even more dramatic market changes were



Who is he, and how is he different from the buyer of the past?

JOHN E. JOHNSON

John Johnson joined Foremost in 1972. Before his promotion to vice president, dealer and manufacturer division, in May 1982, he served as assistant vice president and manager of Foremost's actuarial department. As head of Foremost's dealer and manufacturer division, Johnson works with manufactured home and recreational vehicle manufacturers, dealers and resale brokers to meet their business and insurance needs. He continues to head Foremost's actuarial operation.

evident.

Our 1982 survey was a successor to one we commissioned from National Family Opinion in 1979—which constituted the first time anyone had done a countrywide definitive study of all manufactured home residents, both new owners and those who had lived in their homes for a period of time.

Through the most recent NFO study, Foremost discovered that across the nation the characteristics of new manufactured home buyers are changing. These changes vary between regions. So much so, in fact, that we must ask ourselves, is there really an "average" new buyer of manufactured homes?

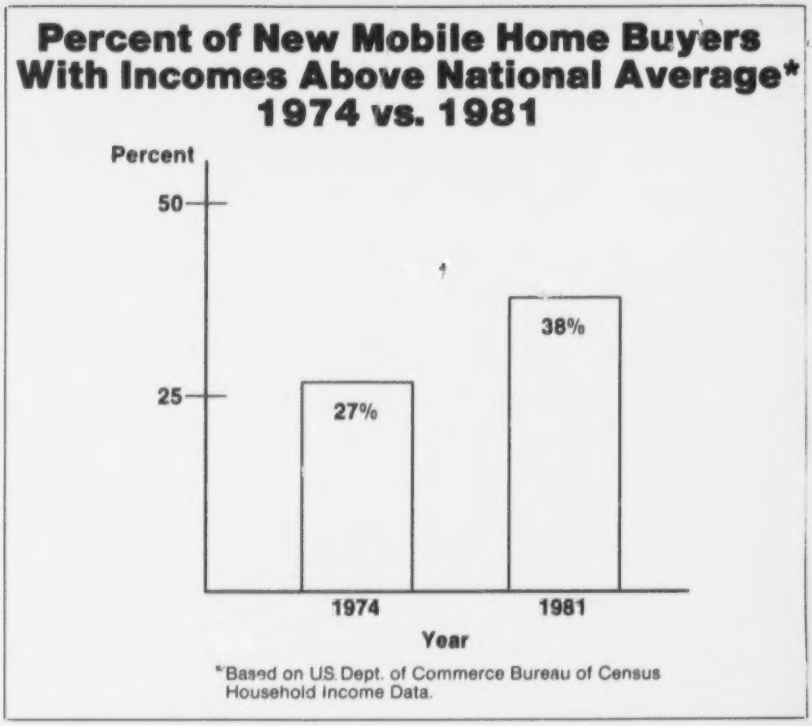
Well, averages can be very misleading—as our study showed. The average age of new manufactured home buyers across the country is 41 years, almost the same as the 1979 average of 40 years. But there have been marked changes in the age distribution among home buyers. Sixty percent of the new manufactured home owners surveyed are

less than 40 years of age, and more than half of this group is less than age 30. The percentage of retired people purchasing new manufactured homes hasn't changed—meaning that the new buyer market, for the first time, is clearly divided into two distinct groups—those less than 40 and those past 65.

These two widely divergent age groups will have different needs when it comes to the type of home they buy. Since younger manufactured home buyers often have younger children, that could affect the type of home and floorplan they are interested in.

Families with teenagers or preteens may want homes that allow parents privacy while providing areas where their teens can socialize. These factors will affect the area where the family wants to place its home. School reputations, and the distance from home to school will also influence the buying decisions of these younger families.

Retirees, of course, will have different concerns about their home and neighborhood. They'll be interested in some of manufactured housing's greatest selling points—low maintenance and energy savings. They will also be concerned with layout and floor space, but may be more interested in space where they can pursue their favorite hobbies—and whether that space can be easily converted to sleeping area when their families visit. The community where they live will also be important.



Are there health care facilities nearby? Is there much crime? Are there other retirees? Do park rules allow the grandchildren to visit for several days?

As our markets change, we in the industry are going to have to meet the needs of a new and more diverse group of buyers with very special needs. Success will depend on our ability to determine those needs and to make certain there are homes and home sites that offer the features these buyers want—demonstrating the benefits of the manufactured housing lifestyle.

There are other important changes in the new manufactured housing buyer of the '80s. Foremost's survey shows that buyers are more affluent; but here again, averages are deceiving.

The younger buyers are making gains in income at a level well above average, while retired buyers on a fixed income lower the total average income level for all new manufactured housing buyers. In fact, more than 38% of all new buyers earn more than the national average of $19,074 a year.

What does this mean to you? The economics of site-built versus manufactured housing have placed new people in our market. They're more likely to be white-collar professionals (more than 25% of all 1982 new manufactured home buyers work in white-collar jobs, compared to 20% of all new manufactured home buyers in 1974). They look at a home in terms of its investment value. That means concern with the quality of the construction, attention to the custom features you can offer, whether the floorplan and room layout are attractive, where the home will be located, how it will look on the site, and the landscaping design that can be added after the home is in place. All these will be important to this new buyer—and special amenities offered may

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be of interest to them, too.

Young professionals will look at a home from many aspects. They'll be concerned with maintenance demands that have to be fit into a busy work schedule, and with their home's flexibility for entertaining. They're likely to ask a lot of questions, too. This new buyer is better educated than ever before. He'll look at the financing package carefully. His home is an important investment—something he plans to own a long time. Almost half of the new owners we surveyed considered their homes as a permanent residence; eight years ago only one out of three new manufactured home buyers looked at their home as a long-term investment.

But our industry's emergence from the "dark ages" into the world of quality affordable housing brought with it a high level of satisfaction among manufactured home owners.

In our 1982 survey, 98% of new buyers were happy with their homes. Why? Perhaps it's partly because of the relative newness of their home. Another factor may be that the average price of a new home was $21,861. Since the average price of a new manufactured home is approximately $19,000, the survey results suggest that many new manufactured home owners in the 1980s are purchasing homes with some special features—amenities that meet their family's needs and are comfortable for their lifestyle.

Interestingly, not all new buyers are new to manufactured homes. In fact, when you compare new buyers of the '80s with those of 1974, more than twice as many have lived in a manufactured home before (39% of all new buyers in 1982, 17% of 1974 new home buyers). "Try it, you'll like it" seems to be true of today's manufactured housing lifestyle. It's apparent that manufactured housing residents looking for another manufactured home are becoming an important market, as are apartment dwellers. Of those buying new homes in the 1980s, 21% came from apartments, compared to 16% in 1974.

It's exciting to look at the new trends in our buyer markets, especially when we can see the variety of buyers now looking to manufactured housing as their affordable alternative. But, it's important to remember that the new buyer doesn't represent the total market—our old stereotype of the manufactured housing owner isn't dead. There's just a newer version co-existing with it. Vast changes in the new buyer have resulted in significant differences between the new manufactured housing buyer of the '80s and the typical manufactured home owner—the individual who is representative of all manufactured housing residents in 1982.

When compared with the total manufactured housing population (a compilation of new and long-term residents throughout the nation), the new buyer again is younger, has a higher income, and is more satisfied with his or her home.

Also, there are marked differences in the occupations of new dwellers compared to the overall market. One out of four typical manufactured home owners is a retiree, while only one in five new buyers is retired. In the total picture, 25% of all manufactured home owners engage in a white-collar occupation. Blue-collar workers and people whose professions don't fit a classification make up a large percentage of all manufactured housing residents.

Satisfaction is high among manufactured home owners. Ninety percent of those surveyed indicated satisfaction with their homes, and cited some of the industry's favorite selling

continued on page 32

Show up for the Show off!

GET READY! THE NASHVILLE SHOW '83, March 23-25, will be bigger and better than ever... your opportunity to see the industry's affordable new product line and enjoy the "Opryland Experience".

We will kick off the first day of the show with our fun-filled "Morning Mixer" in the Supplier Area on Wednesday, with P.A. Day scheduled for Thursday.

Then the big event on Thursday night—the annual ALL INDUSTRY cocktail party, sponsored by SCMHI, followed by Opryland's popular COUNTRY MUSIC USA SHOW.

And, as always, the hospitality and convenience of Opryland... all good reasons to show up as the industry's leading manufacturers & suppliers show off for you!

The Nashville Show

OPRYLAND USA

March 23-25

CONTACT DENNIS HILL, SHOW COORDINATOR (404) 475-3691.

South Central, Circle 19 on Reader Service Card

BUYERS *from page 25*

points—low maintenance, reasonable purchase price and efficient living space arrangements. Research on the manufactured home resident continues to dispel the myth that manufactured home dwellers are foot-loose gypsies who move from town to town. The average manufactured home resident has lived in his home eight years. Almost half of those surveyed plan to remain in their homes indefinitely while 14% plan to move to another manufactured home. Only 28 percent plan to move to site-built housing.

Perceptions of quality in manufactured home construction continue to improve. An additional 7% of all manufactured housing residents believe that manufactured housing construction quality has improved, up from the former 57% reported in 1979 survey.

Clearly, the manufactured home owner has a better perception of the quality of his home and his lifestyle today than he did just a few years ago. Our efforts to change our image are getting through, and we're seeing evidence of its success.

Now we've got to take steps to make sure we're prepared to meet the widely divergent needs of the variety of new buyers who are taking our message to heart, and giving manufactured housing a fair shake. What we have to offer them will determine if manufactured housing takes its rightful place as the affordable housing of today—and of the future. ■

ETC. . . .

New from Triangle Home Products are Bedford bath cabinets, featuring a beautifully carved genuine oak frame with optional matching light fixture. The cabinets are available in a tri-door, surface-mount model in a variety of sizes up to 38 x 30 inches, and a single swing-door model that may be either recessed or surface mounted. Both cabinets are available in either Triangle's honeytone (Sherwood) finish or light natural (Countryside) finish. Triangle Home Products, 945 E. 93rd Street, Chicago, Illinois 60619, or circle Reader Service No. 80.

Sandvik has introduced a new line of energy-efficient spring reels designed to provide more torque output, greater capacity and higher cycle life. Applications for the standard reels include gasoline pumps, counterbalancing, retrieving, tension control, door closing and tool balancing. Customized applications may also be engineered. Stainless or high-carbon spring material, prestressed or conventional spring motors, and standard or custom cable terminations are optional. Sandvik Specialty Steel, Spring Center, Scranton, Pennsylvania 18501, or circle Reader Service No. 81.

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BUSINESS

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3/11/83

C8950-1

HOW TO BUY, SELL OR 'CONDOMINIUMIZE' AN MH PARK

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Special Section:

27th Annual Directory & Buyer's Guide, Part III

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VOL. 34/NO. 9 MARCH 1983

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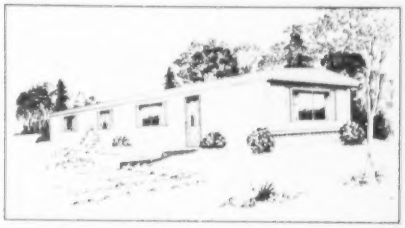
SHIPMENT AND PRODUCTION OF MOBILE HOMES IN NOVEMBER, 1982

Revised

State		Single Section	Multi Section	Total 11 82	Total 11 81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabama	Prod	1232	141	1373	1209	13 56	17.717	17.027	4 05
	Ship	480	87	567	338	67 75	5334	5372	- 0 71
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	19	2	21	1	2000 00	493	193	155 44
Arizona	Prod	304	200	504	446	13 00	4926	5739	- 14 17
	Ship	309	196	505	493	2 43	4650	5807	- 19 92
Arkansas	Prod	242	15	257	226	13 72	3383	3079	9 87
	Ship	244	34	278	124	124 19	2905	2401	20 99
California	Prod	211	557	768	745	3 09	8426	12 682	- 33 56
	Ship	147	458	605	615	- 1 63	6926	10.851	- 36 17
Colorado	Prod	97	48	145	177	- 18 08	1358	2611	- 47 99
	Ship	123	45	168	205	- 18 05	2040	3208	- 36 41
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	21	0	21	20	5 00	224	277	- 19 13
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	92	30	122	104	17 31	1187	1237	- 4 04
Florida	Prod	857	1020	1877	1418	32 37	17 083	18.323	- 6 77
	Ship	1211	1175	2386	1862	28 14	21.798	24.123	- 9 64
Georgia	Prod	1804	963	2767	1965	40 81	31.607	27.641	14 35
	Ship	583	426	1009	661	52 65	11.367	10.416	9 13
Idaho	Prod	137	87	224	232	3 45	3058	4408	- 30 63
	Ship	53	33	86	73	17 81	2586	3671	- 29 56
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	151	55	206	154	33 77	2592	3078	- 15 79
Indiana	Prod	1158	290	1448	1081	33 95	18.455	21.252	- 13 16
	Ship	202	48	250	209	19 62	3180	4122	- 22 85
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	48	11	59	55	7 27	529	760	- 30 39
Kansas	Prod	570	49	619	729	- 15 09	9118	9087	0 34
	Ship	218	42	260	231	12 55	2634	2709	- 2 77
Kentucky*	Prod	0	0	0	0	0	0	0	0
	Ship	222	64	286	309	- 7 44	3731	4331	- 13 85
Louisiana	Prod	159	16	175	217	- 19 35	3091	3218	- 3 95
	Ship	824	58	882	1053	- 16 24	13.506	14.638	- 7 73
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	67	3	70	35	100 00	799	877	- 8 89
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	63	18	81	64	26 56	1034	1099	- 5 91
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	25	14	39	18	116 67	409	450	- 9 11
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	171	48	219	191	14 66	2859	4233	- 32 46
Minnesota	Prod	136	10	146	150	- 2 67	1733	2384	- 27 31
	Ship	96	18	114	79	44 30	1405	1651	- 14 90
Mississippi	Prod	520	13	533	324	64 51	5588	3482	60 48
	Ship	274	33	307	212	44 81	3928	3783	3 83
Missouri	Prod	79	35	114	112	1 79	1577	1879	- 16 07
	Ship	199	37	236	164	43 90	3131	3352	- 6 59
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	50	17	67	91	- 26 37	815	1381	- 40 98
Nebraska	Prod	238	66	304	297	2 36	3821	3519	8 58
	Ship	53	15	68	56	21 43	720	920	- 21 74
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	53	95	148	71	108 45	1368	1736	- 21 20
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	57	14	71	48	47 92	642	721	- 10 96
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	41	12	53	32	65 63	462	516	- 10 47
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	241	72	313	262	19 47	3771	3299	14 31
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	227	61	288	192	50 00	3800	3454	10 02
North Carolina	Prod	1284	300	1584	1271	24 63	17.275	17.473	- 1 13
	Ship	1027	246	1273	1019	24 93	13.451	13.394	0 43
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	32	9	41	77	- 46 75	871	1365	- 36 19
Ohio	Prod	101	6	107	56	91 07	1391	1728	- 19 50
	Ship	254	51	305	225	35 56	3473	4921*	- 29 42
Oklahoma	Prod	88	14	102	106	- 3 77	1070	1015	5 42
	Ship	697	80	777	887	- 12 40	11.584	9438	22 74
Oregon	Prod	215	246	461	404	14 11	5474	6491	- 15 67
	Ship	59	66	125	143	- 12 59	1730	3082	- 43 87
Pennsylvania	Prod	644	125	769	685	12 26	10.016	10.022	- 0 06
	Ship	288	46	334	286	16 78	5388	5272	2 20
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	7	0	7	5	40 00	58	93	- 37 63
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	462	195	657	515	27 57	7111	7405	- 3 97
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	35	9	44	46	- 4 35	570	685	- 16 79
Tennessee	Prod	415	101	516	428	20 56	7113	6267	13 50
	Ship	245	41	286	213	34 27	4396	3912	12 37
Texas	Prod	2652	389	3041	2811	8 18	38.124	33.046	15 37
	Ship	2744	375	3119	2900	7 55	41.016	32.974	24 39
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	69	27	96	102	- 5 88	1239	1299	- 4 62
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	29	2	31	14	121 43	395	427	- 7 49
Virginia	Prod	291	17	308	127	142 52	3071	2245	36 79
	Ship	316	47	363	281	29 18	4612	4429	4 13
Washington	Prod	29	62	91	80	13 75	1184	1690	- 29 94
	Ship	168	234	402	329	22 19	4539	5990	- 24 22
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	143	25	168	206	- 18 45	2639	2923	- 9 72
Wisconsin	Prod	192	16	208	146	42 47	2837	3804	- 25 42
	Ship	141	5	146	92	58 70	1921	2266	- 15 23
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	53	30	83	176	- 52 84	1069	1981	- 46 04
DC & US Territory	Prod				1				
	Ship								
Export	Prod								
	Ship	0	27	27	0	0	116	0	0
Canada	Prod	0	0	0	0	0	0	0	0
Dest Pend	Ship	578	144	722	182	296 70	8199	2429	237 55
TOTAL	Prod	13.911	4880	18.791	15.721	19 53	222.905	226.705	- 1 68
	Ship	13.911	4880	18.791	15.721	19 53	222.905	226.705	- 1 68
States shown with *		256	94	350	289	21 11	4450	4994	- 10 89

HOMES

Excel's Guildmark Limited Edition Series presents Blair House, featuring a cathedral-style raised panel design highlighted by a decorative long-line hinge, an Excel exclusive. A choice of either light Provincial or dark Cordoba oak finish is available. Excel Wood Products, Incorporated, 1 Excel Plaza, Lakewood, New Jersey 08701, or circle Reader Service No. 80.



Designed with today's budget-conscious home buyer in mind, the single-section Weston model from Fleetwood ranges in size from approximately 670 to 1070 square feet. All floorplans are arranged with two bedrooms and one full bath. Options available include the addition of built-in buffets, guest closets, Roman tubs in some baths, and more. All models come with wood siding exteriors. Fleetwood Enterprises, Incorporated, Housing Group, 3125 Myers Street, Riverside, California 92523, or circle Reader Service No. 81.

The new 14 x 70-foot Wayco from Guerdon Industries includes three bedrooms, two full baths, a pass-through kitchen with banana bar, dining area and living room. There is a garden tub in the bath adjoining the master bedroom, a fully equipped kitchen, cathedral ceiling and a feature wall that will accommodate a variety of decorating schemes. Guerdon Industries, Incorporated, PO Box 35290, Louisville, Kentucky 35290, or circle Reader Service No. 82.

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A TE Enterprises Publication

March 1983 $1.50

C8950-1 3/11/83

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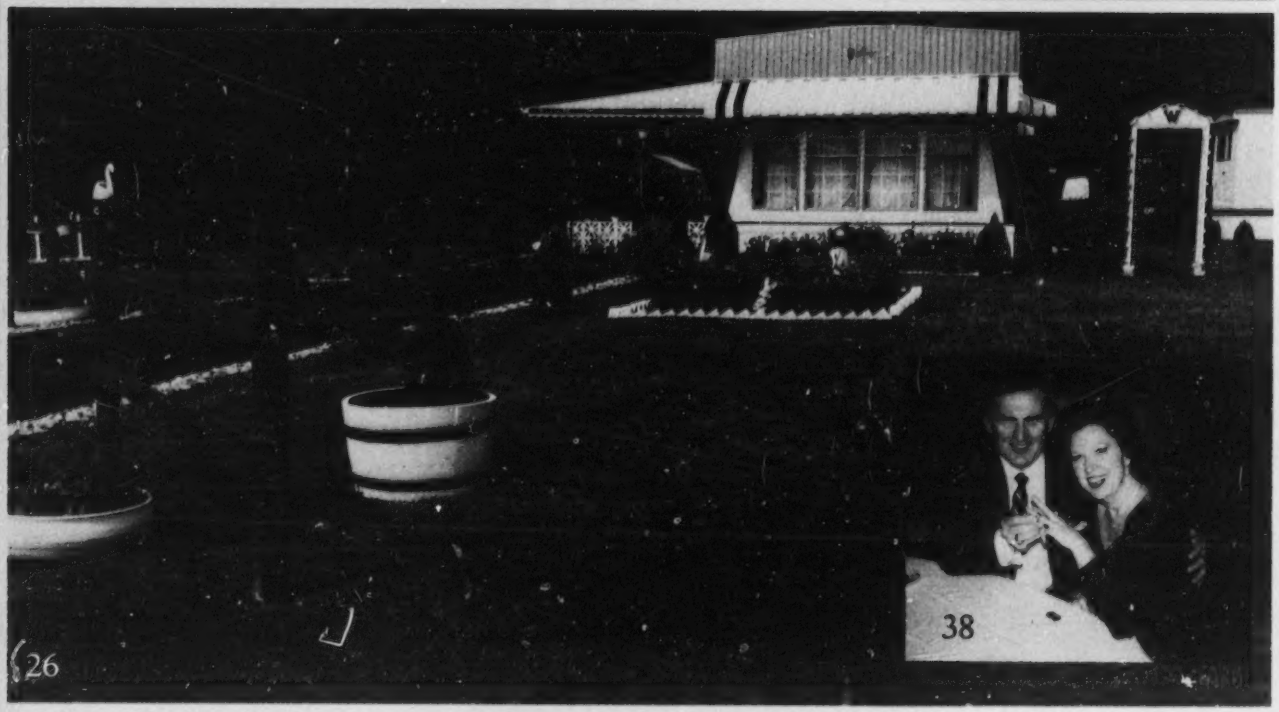
MARCH 1983



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Revised

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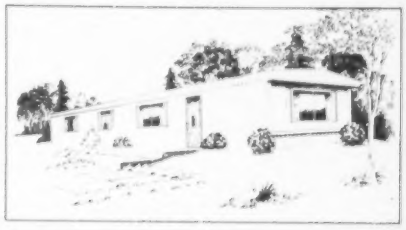
Alabama	Prod	1232	141	1373	1209	13.56	17.717	17.027	4.05
	Ship	480	87	567	338	67.75	5334	5372	-0.71
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	19	2	21	1	2000.00	493	193	155.44
Arizona	Prod	304	200	504	446	13.00	4926	5739	-14.17
	Ship	309	196	505	493	2.43	4650	5807	-19.92
Arkansas	Prod	242	15	257	226	13.72	3383	3079	9.87
	Ship	244	34	278	124	124.19	2905	2401	20.99
California	Prod	211	557	768	745	3.09	8426	12.682	-33.56
	Ship	147	458	605	615	-1.63	6926	10.851	-36.17
Colorado	Prod	97	48	145	177	-18.08	1358	2611	-47.99
	Ship	123	45	168	205	-18.05	2040	3208	-36.41
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	21	0	21	20	5.00	224	277	-19.13
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	92	30	122	104	17.31	1187	1237	-4.04
Florida	Prod	857	1020	1877	1418	32.37	17.083	18.323	-6.77
	Ship	1211	1175	2386	1862	28.14	21.798	24.123	-9.64
Georgia	Prod	1804	963	2767	1965	40.81	31.907	27.641	14.35
	Ship	583	426	1009	661	52.65	11.367	10.416	9.13
Idaho	Prod	137	87	224	232	3.45	3058	4408	-30.63
	Ship	53	33	86	73	17.81	2586	3671	-29.56
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	151	55	206	154	33.77	2592	3078	-15.79
Indiana	Prod	1158	290	1448	1081	33.95	18.455	21.252	-13.16
	Ship	202	48	250	209	19.62	3180	4122	-22.85
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	48	11	59	55	7.27	529	760	-30.39
Kansas	Prod	570	49	619	729	-15.09	9118	9087	0.34
	Ship	218	42	260	231	12.55	2634	2709	-2.77
Kentucky*	Prod	0	0	0	0	0	0	0	0
	Ship	222	64	286	309	-7.44	3731	4331	-13.85
Louisiana	Prod	159	16	175	217	-19.35	3091	3218	-3.95
	Ship	824	58	882	1053	-16.24	13.506	14.638	-7.73
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	67	3	70	35	100.00	799	877	-8.89
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	63	18	81	64	26.56	1034	1099	-5.91
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	25	14	39	18	116.67	409	450	-9.11
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	171	48	219	191	14.66	2859	4233	-32.46
Minnesota	Prod	136	10	146	150	-2.67	1733	2384	-27.31
	Ship	96	18	114	79	44.30	1405	1651	-14.90
Mississippi	Prod	520	13	533	324	64.51	5588	3482	60.48
	Ship	274	33	307	212	44.81	3928	3783	3.83
Missouri	Prod	79	35	114	112	1.79	1577	1879	-16.07
	Ship	199	37	236	164	43.90	3131	3352	-6.59
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	50	17	67	91	-26.37	815	1381	-40.98
Nebraska	Prod	238	66	304	297	2.36	3821	3519	8.58
	Ship	53	15	68	56	21.43	720	920	-21.74
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	53	95	148	71	108.45	1368	1736	-21.20
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	57	14	71	48	47.92	642	721	-10.96
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	41	12	53	32	65.63	462	516	-10.47
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	241	72	313	262	19.47	3771	3299	14.31
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	227	61	288	192	50.00	3800	3454	10.02
North Carolina	Prod	1284	300	1584	1271	24.63	17.275	17.473	-1.13
	Ship	1027	246	1273	1019	24.93	13.451	13.394	0.43
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	32	9	41	77	-46.75	871	1365	-36.19
Ohio	Prod	101	6	107	56	91.07	1391	1728	-19.50
	Ship	254	51	305	225	35.56	3473	4921*	-29.42
Oklahoma	Prod	88	14	102	106	-3.77	1070	1015	5.42
	Ship	697	80	777	887	-12.40	11.584	9438	22.74
Oregon	Prod	215	246	461	404	14.11	5474	6491	-15.67
	Ship	59	66	125	143	-12.59	1730	3082	-43.87
Pennsylvania	Prod	644	125	769	685	12.26	10.016	10.022	-0.06
	Ship	288	46	334	286	16.78	5388	5272	2.20
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	7	0	7	5	40.00	58	93	-37.63
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	462	195	657	515	27.57	7111	7405	-3.97
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	35	9	44	46	-4.35	570	685	-16.79
Tennessee	Prod	415	101	516	428	20.56	7113	6267	13.50
	Ship	245	41	286	213	34.27	4396	3912	12.37
Texas	Prod	2652	389	3041	2811	8.18	38.124	33.046	15.37
	Ship	2744	375	3119	2900	7.55	41.016	32.974	24.39
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	69	27	96	102	-5.88	1239	1299	-4.62
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	29	2	31	14	121.43	395	427	-7.49
Virginia	Prod	291	17	308	127	142.52	3071	2245	36.79
	Ship	316	47	363	281	29.18	4612	4429	4.13
Washington	Prod	29	62	91	80	13.75	1184	1690	-29.94
	Ship	168	234	402	329	22.19	4539	5990	-24.22
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	143	25	168	296	-18.45	2639	2923	-9.72
Wisconsin	Prod	192	16	208	146	42.47	2837	3804	-25.42
	Ship	141	5	146	92	58.70	1921	2266	-15.23
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	53	30	83	176	-52.84	1069	1981	-46.04
DC & US Territory	Prod								
	Ship				1				
Export	Prod								
	Ship	0	27	27	0	0	116	0	0
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend	Ship	578	144	722	182	296.70	6199	2429	237.55
TOTAL	Prod	13.911	4880	18.791	15.721	19.53	222.905	226.705	-1.68
	Ship	13.911	4880	18.791	15.721	19.53	222.905	226.705	-1.68
States shown with *		256	94	350	289	21.11	4450	4994	-10.89

HOMES

Excel's Guildmark Limited Edition Series presents Blair House, featuring a cathedral style raised panel design highlighted by a decorative long-line hinge, an Excel exclusive. A choice of either light Provincial or dark Cordoba oak finish is available. Excel Wood Products, Incorporated, 1 Excel Plaza, Lakewood, New Jersey 08701, or circle Reader Service No. 80.



Designed with today's budget-conscious home buyer in mind, the single-section Weston model from Fleetwood ranges in size from approximately 670 to 1070 square feet. All floorplans are arranged with two bedrooms and one full bath. Options available include the addition of built-in buffets, guest closets, Roman tubs in some baths, and more. All models come with wood siding exteriors. Fleetwood Enterprises, Incorporated, Housing Group, 3125 Myers Street, Riverside, California 92523, or circle Reader Service No. 81.

The new 14 x 70-foot Wayco from Guerdon Industries includes three bedrooms, two full baths, a pass-through kitchen with banana bar, dining area and living room. There is a garden tub in the bath adjoining the master bedroom, a fully equipped kitchen, cathedral ceiling and a feature wall that will accommodate a variety of decorating schemes. Guerdon Industries, Incorporated, PO Box 35290, Louisville, Kentucky 35290, or circle Reader Service No. 82.

MH BUSINESS

A TL Enterprises Publication

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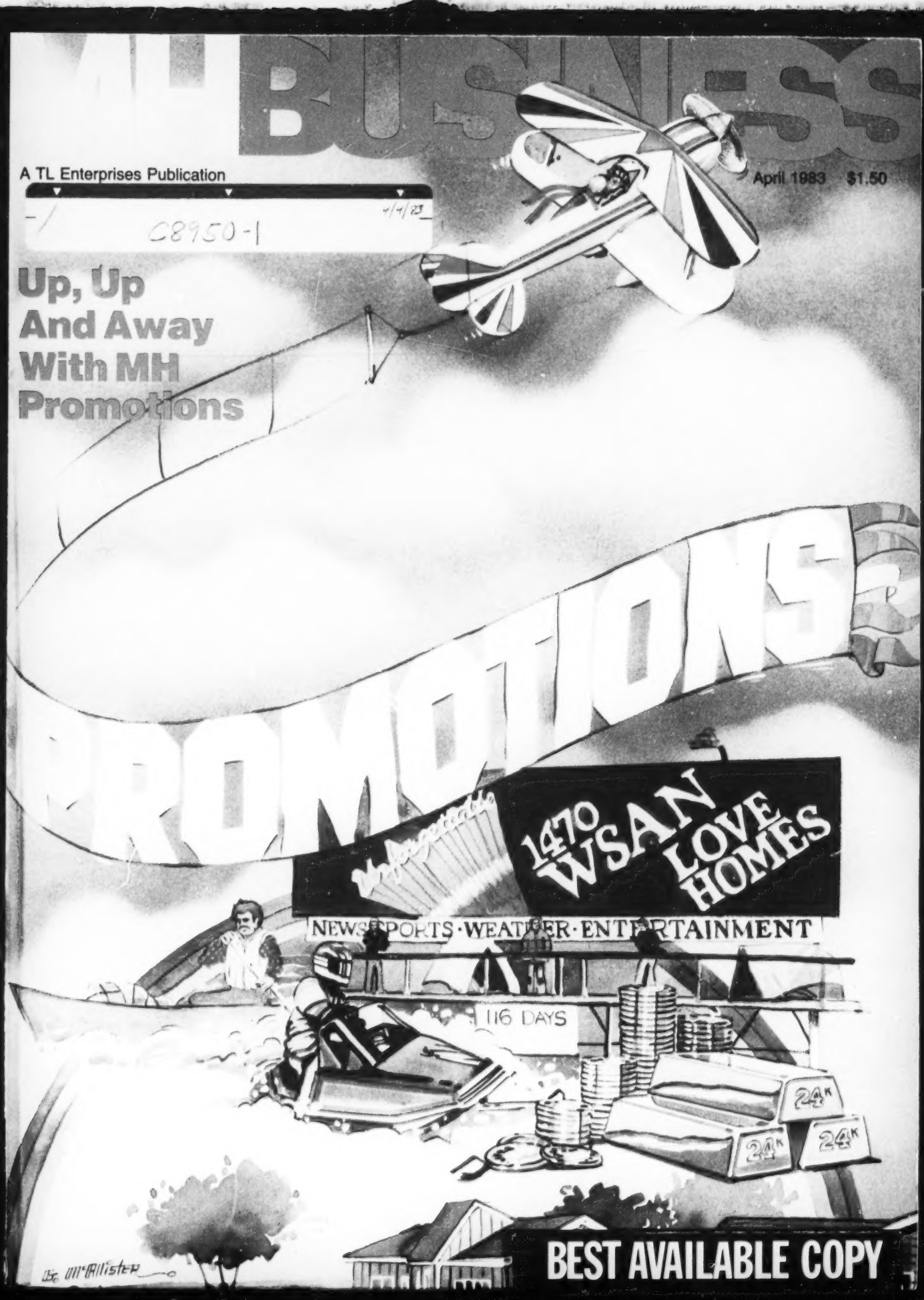
Up, Up And Away With MH Promotions



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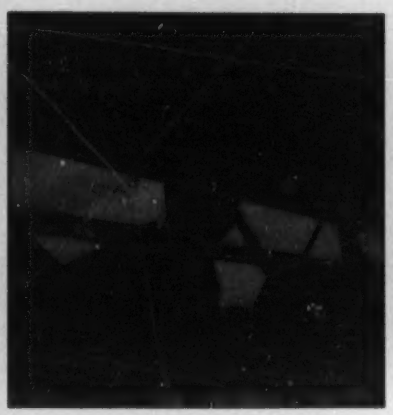

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MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0745-1040). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, AGOURA, CALIFORNIA 91301. COPYRIGHT ©, 1983 TL ENTERPRISES, INCORPORATED.

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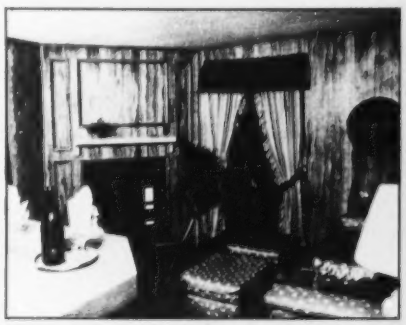
SHIPMENT AND PRODUCTION OF MOBILE HOMES IN DECEMBER, 1982
Revised

State		Single Section	Multi Section	Total 12/82	Total 12/81	Percent Comparison	Year to Date 1982	Year to Date 1981	Percent Comparison
Alabama	Prod	827	147	974	933	4 39	18.691	17.960	4 07
	Ship	328	70	398	298	33 56	5732	5670	1 09
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	9	0	9	1	800 00	502	194	158 76
Arizona	Prod	275	192	467	448	4 24	5393	6187	– 12 83
	Ship	272	186	458	474	– 3 38	5108	6281	– 18 68
Arkansas	Prod	214	14	228	190	20 00	3611	3269	10 46
	Ship	185	35	220	119	84 87	3125	2520	24 01
California	Prod	191	511	702	634	10 73	9128	13.316	– 31 45
	Ship	139	411	550	513	7 21	7476	11 364	– 34 21
Colorado	Prod	-81	29	110	144	– 23 61	1468	2755	– 46 72
	Ship	119	39	158	215	– 26 51	2198	3423	– 35 79
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	21	5	26	11	136 36	250	288	– 13 19
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	85	15	100	50	100 00	1287	1287	—
Florida	Prod	808	1080	1888	1583	19 27	18.971	19.906	– 4 70
	Ship	1118	1222	2340	2041	14 65	24 138	26 164	– 7 74
Georgia	Prod	1537	854	2391	1770	35 08	33.996	29.411	15 60
	Ship	467	349	816	686	17 24	12.183	11.112	9 64
Idaho	Prod	124	81	205	253	– 18 97	3263	4861	– 29 99
	Ship	36	41	77	76	1 32	2663	3747	– 28 93
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	117	35	152	145	4 83	2744	3223	—
Indiana	Prod	838	168	1006	893	12 65	19.461	22.145	– 12 12
	Ship	180	32	192	146	31 51	3372	4268	– 20 99
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	56	8	64	54	18 52	593	814	– 27 15
Kansas	Prod	470	42	512	685	– 25 26	9630	9772	– 1 45
	Ship	141	32	173	170	1 76	2807	2879	– 2 50
Kentucky*	Prod	0	0	0	0	0	0	0	0
	Ship	151	33	184	319	– 42 32	3915	4650	– 15 81
Louisiana	Prod	144	26	170	221	– 23 08	3261	3439	– 5 18
	Ship	630	69	699	779	10 27	14.205	15.417	– 7 86
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	36	0	36	18	100 00	835	895	– 6 70
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	68	12	80	44	81 82	1114	1143	– 2 53
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	29	9	38	23	65 22	447	473	– 5 50
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	145	32	177	185	7 27	3036	4388	– 30 97
Minnesota	Prod	102	16	118	91	29 67	1851	2475	– 25 21
	Ship	62	9	71	66	7 58	1478	1717	– 14 04
Mississippi	Prod	438	4	442	263	68 06	6030	3745	61 01
	Ship	230	39	269	206	30 58	4197	3989	5 21
Missouri	Prod	55	20	75	94	– 20 21	1652	1973	– 16 27
	Ship	193	18	211	130	62 31	3342	3482	– 4 02
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	45	12	57	78	– 14 60	872	1459	6 64
Nebraska	Prod	242	33	275	322		4096	3841	
	Ship	40	8	48	38	33 33	768	956	– 19 67
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	43	88	131	88	48 86	1499	1824	– 17 82
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	48	3	51	30	70 00	683	751	– 7 72
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	24	11	35	23	52 17	497	539	– 7 79
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	195	60	255	282	– 9 57	4026	3581	12 43
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	155	25	180	112	60 71	3980	3566	11 61
North Carolina	Prod	1031	285	1316	1030	27 77	18.789	18.503	1 55
	Ship	806	266	1072	840	27 62	14.523	14.234	2 03
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	38	3	41	52	– 21 15	912	1417	– 35 64
Ohio	Prod	83	7	90	47	91 49	1481	1775	– 16 56
	Ship	141	22	163	158	3 16	3636	5079	– 28 41
Oklahoma	Prod	52	19	71	101	– 29 70	1141	1116	2 24
	Ship	605	68	673	886	– 23 95	12.257	10.323	18 73
Oregon	Prod	183	210	373	373	—	5674	6864	– 14 42
	Ship	47	79	126	153	– 17 65	1856	3295	– 42 63
Pennsylvania	Prod	473	77	550	356	54 49	10.566	10.378	1 81
	Ship	193	29	222	183	21 31	5610	5451	2 84
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	1	0	1	3	– 66 67	59	94	– 37 23
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	511	164	675	432	56 25	7788	7837	– 0 65
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	22	8	30	49	– 38 78	600	734	– 18 26
Tennessee	Prod	413	79	492	494	– 0 40	7605	6761	12 48
	Ship	176	36	212	253	– 16 21	4608	4165	10 64
Texas	Prod	2397	329	2726	2639	3 30	40.850	35.685	14 47
	Ship	2521	336	2857	2754	3 74	43.873	35.728	22 80
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	57	22	79	115	– 31 30	1318	1414	– 6 79
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	13	0	13	3	333 33	408	430	– 5 12
Virginia	Prod	257	6	263	127	107 09	3334	2372	40 56
	Ship	255	48	303	236	28 39	4915	4665	5 36
Washington	Prod	29	43	72	75	– 4 00	1256	1756	– 28 47
	Ship	133	168	301	316	– 4 75	4840	6306	
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	80	14	94	93	1 08	2733	3018	
Wisconsin	Prod	121	6	127	157	– 19 11	2964	3961	– 25 17
	Ship	96	4	100	75	33 33	2021	2341	– 13 67
Wyoming	Prod	9	0	9	0	0	0	0	0
	Ship	42	11	53	116	– 54 31	1122	2097	– 46 49
DC & US Territory	Prod								
	Ship								
Export	Prod	—	—	—	—	—	—	—	—
	Ship	0	34	34	0	0	150	0	0
Canada	Prod	—	—	—	—	—	—	—	—
Dest. Pend	Ship	494	117	611	69	785 51	8810	2498	252 68
TOTAL	Prod	11,578	4337	15,915	14,193	12 13	238.820	240.898	– 0 86
	Ship	11,578	4337	15,915	14,193	12 13	238.820	240.898	– 0 86
States shown with *		213	59	272	270	0 74	4722	5264	– 10 30

HOMES

From Fleetwood's Lakeland, Florida, plant come three budget-oriented double-section homes: the Brookfield, Berkshire and Green Hill lines. All models have cathedral ceilings in the major living areas. Finely finished cabinets, like those pictured above, appear throughout the homes. Dark or light woodgrain walls enhance the interiors. Fleetwood Enterprises, Incorporated, Housing Group, 3125 Myers Street, Riverside, California 92523, or circle Reader Service No. 45.



Warm, cozy and comfortable describes this front den home from Carolina. Extra-living features include a fireplace, large entertainment center bar with indirect overhead lighting, spacious kitchen and formal living room. The bath has a private entrance into the master suite. Interior walls are of gypsum board. Carolina International, Incorporated, 2500 E. T.C. Jester, Suite 210, Houston, Texas, or circle Reader Service No. 46.

The 80 x 14 Expandorama from Guerdon Industries' Vicksburg Plant is available in a number of floorplans including the two-bedroom, two-bath model shown here. Expandorama's patented hinge system in the tip-out section of the home makes setting up after moving easy and trouble-free, the company says. Closet and storage space are generous. A garden tub is featured in the bath adjoining the master bedroom. Guerdon Industries, Incorporated, PO Box 35290, Louisville, Kentucky 40232, or circle Reader Service No. 47.

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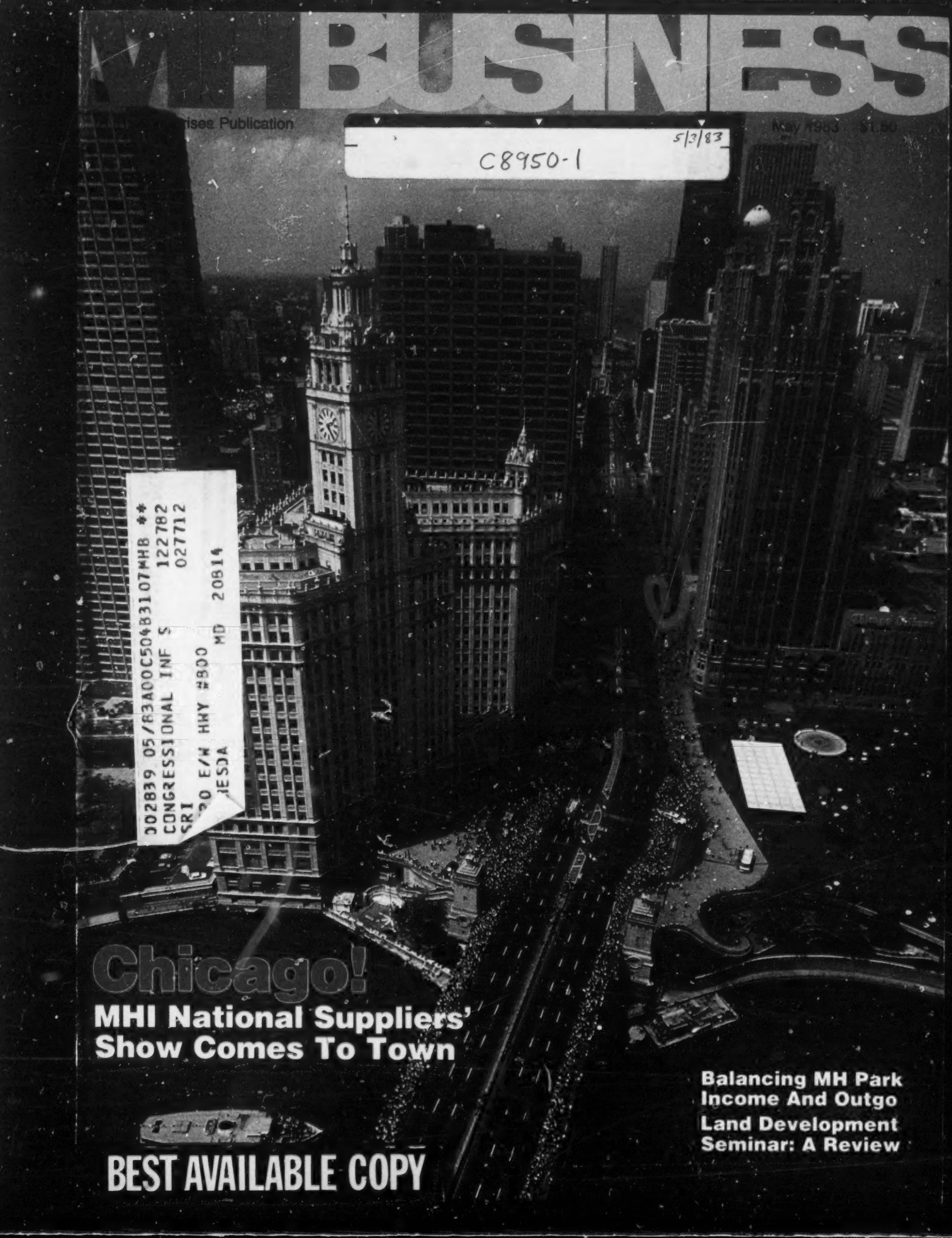

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Balancing MH Park Income And Outgo

Land Development Seminar: A Review

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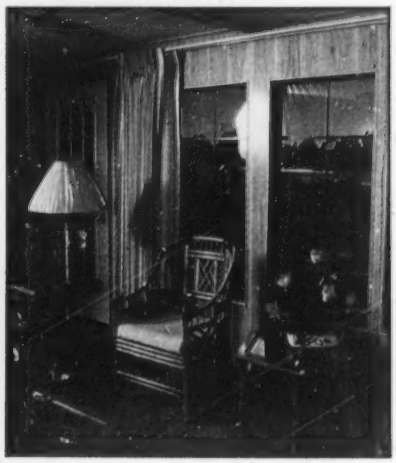

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ON THE COVER: CHICAGO'S INTRIGUING SKYLINE AS SHOWN ON THIS MONTH'S COVER IS BUT A PRECURSOR TO THE WONDERS AWAITING THOSE WHO ATTEND THE NATIONAL SUPPLIERS' SHOW IN JUNE. FOR A COMPLETE RUNDOWN ON THE EVENT, SEE OUR SPECIAL SECTION BEGINNING ON PAGE 43. PHOTO: JAMES F. QUINN.

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SHIPMENT AND PRODUCTION OF MOBILE HOMES IN JANUARY, 1983

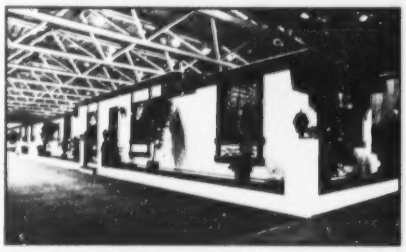
Revised

State		Single Section	Multi Section	Total 1/83	Total 1/82	Percent Comparison	Year to Date 1983	Year to Date 1982	Percent Comparison
Alabama	Prod	1180	158	1338	1073	24 70	1338	1073	24 70
	Ship	404	72	476	286	66 43	476	286	66 43
Alaska*	Prod	—	—	—	—	—	—	—	—
	Ship	7	3	10	2	400 00	10	2	400 00
Arizona	Prod	338	205	543	408	33 09	543	408	33 09
	Ship	363	217	580	417	39 09	580	417	39 09
Arkansas	Prod	216	14	230	174	32 18	230	174	32 18
	Ship	231	43	274	150	82 67	274	150	82 67
California	Prod	208	599	807	597	35 18	807	597	35 18
	Ship	158	484	642	491	30 75	642	491	30 75
Colorado	Prod	83	46	129	113	14 16	129	113	14 16
	Ship	95	40	135	181	– 25 41	135	181	– 25 41
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	9	0	9	8	12 50	9	8	12 50
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	75	19	94	71	32 39	94	71	32 39
Florida	Prod	873	1108	1981	1532	29 31	1981	1532	29 31
	Ship	1207	1256	2463	1971	24 96	2463	1971	24 96
Georgia	Prod	1793	1007	2800	2020	38 61	2800	2020	38 61
	Ship	532	397	929	796	16 71	929	796	16 71
Idaho	Prod	165	74	239	175	36 57	239	175	36 57
	Ship	44	32	76	48	58 33	76	48	58 33
Illinois*	Prod	—	—	—	—	—	—	—	—
	Ship	120	21	141	74	90 54	141	74	90 54
Indiana	Prod	947	172	1119	652	71 63	1119	652	71 63
	Ship	119	29	148	91	62 64	148	91	62 64
Iowa*	Prod	—	—	—	—	—	—	—	—
	Ship	47	9	56	34	64 71	56	34	64 71
Kansas	Prod	516	50	566	775	– 26 97	566	775	– 26 97
	Ship	127	38	165	181	– 8 84	165	181	– 8 84
Kentucky	Prod	—	—	—	—	—	—	—	—
	Ship	188	31	219	158	38 61	219	158	38 61
Louisiana	Prod	186	19	205	198	3 54	205	198	3 54
	Ship	802	43	845	991	– 14 73	845	991	– 14 73
Maine*	Prod	—	—	—	—	—	—	—	—
	Ship	18	1	19	18	5 56	19	18	5 56
Maryland*	Prod	—	—	—	—	—	—	—	—
	Ship	70	7	77	81	– 4 94	77	81	– 4 94
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	20	3	23	18	27 78	23	18	27 78
Michigan*	Prod	—	—	—	—	—	—	—	—
	Ship	146	26	172	109	57 80	172	109	57 80
Minnesota	Prod	91	10	101	71	42 25	101	71	42 25
	Ship	64	3	67	46	45 65	67	46	45 65
Mississippi	Prod	517	6	523	306	70 92	523	306	70 92
	Ship	302	40	342	180	90 00	342	180	90 00
Missouri	Prod	76	29	105	88	19 32	105	88	19 32
	Ship	249	33	282	132	113 62	282	132	113 62
Montana*	Prod	—	—	—	—	—	—	—	—
	Ship	34	13	47	35	34 29	47	35	34 29
Nebraska	Prod	213	35	248	289	– 14 19	248	289	– 14 19
	Ship	36	7	43	36	19 44	43	36	19 44
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	39	91	130	87	49 43	130	87	49 43
New Hampshire*	Prod	—	—	—	—	—	—	—	—
	Ship	35	3	38	19	100 00	38	19	100 00
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	27	14	41	10	310 00	41	10	310 00
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	299	49	348	207	68 12	348	207	68 12
New York*	Prod	—	—	—	—	—	—	—	—
	Ship	113	16	129	104	24 04	129	104	24 04
North Carolina	Prod	1289	289	1578	1044	51 15	1578	1044	51 15
	Ship	988	239	1227	764	60 60	1227	764	60 60
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	21	4	25	46	– 45 65	25	46	– 45 65
Ohio	Prod	84	5	89	0	0	89	0	0
	Ship	207	41	248	135	83 70	248	135	83 70
Oklahoma	Prod	50	0	60	103	– 41 75	60	103	– 41 75
	Ship	543	59	602	997	– 39 62	602	997	– 39 62
Oregon	Prod	167	247	414	326	26 99	414	326	26 99
	Ship	41	98	139	130	6 92	139	130	6 92
Pennsylvania	Prod	518	74	592	407	45 45	592	407	45 45
	Ship	250	26	276	158	74 68	276	158	74 68
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	5	0	5	0	0	5	0	0
South Carolina*	Prod	—	—	—	—	—	—	—	—
	Ship	615	184	799	434	84 10	799	434	84 10
South Dakota*	Prod	—	—	—	—	—	—	—	—
	Ship	25	6	31	27	14 81	31	27	14 81
Tennessee	Prod	464	69	533	431	23 67	533	431	23 67
	Ship	245	42	287	218	31 65	287	218	31 65
Texas	Prod	2811	369	3180	2671	19 06	3180	2671	19 06
	Ship	2959	399	3358	2911	15 36	3358	2911	15 36
Utah*	Prod	—	—	—	—	—	—	—	—
	Ship	59	23	82	94	– 12 77	82	94	– 12 77
Vermont*	Prod	—	—	—	—	—	—	—	—
	Ship	7	1	8	8	—	8	8	—
Virginia	Prod	254	12	266	100	166 00	266	100	166 00
	Ship	273	50	323	240	34 58	323	240	34 58
Washington	Prod	38	40	78	63	23 81	78	63	23 81
	Ship	172	190	362	258	40 31	362	258	40 31
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	102	14	116	130	– 10 77	116	130	– 10 77
Wisconsin	Prod	141	7	148	93	59 14	148	93	59 14
	Ship	95	7	102	56	82 14	102	56	82 14
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	27	18	45	100	– 55 00	45	100	– 55 00
DC & US Territory	Prod								
	Ship								
Export	Prod								
	Ship	0	117	117					
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend	Ship	778	149	937	108	767 59	937	108	767 59
TOTAL	Prod	13,402	4707	18,109	13,894	30 34	18,109	13,894	30 34
	Ship	13,402	4707	18,109	13,894	30 34	18,109	13,894	30 34
States shown with *		174	63	237	185	28 11	237	185	28 11

ETC....

The Sunnybrook is one of the 1983 line of modulars from Heckaman Homes. A wide range of options are available including fireplaces, wet bars, vaulted ceilings and garden tubs for the master bedroom suite. The 1456-square-foot Sunnybrook is a three-bedroom, two-bath model with combination living and dining room. The kitchen has a walk-in pantry and an adjacent utility room. Two front elevations are available. Heckaman Homes, PO Box 229, Nappanee, Indiana 46550, or circle Reader Service No. 61.

Commodore's Brookwood I has three bedrooms and two baths. Convenience features include a combination pantry/utility room in the kitchen, a garbage disposal, double stainless steel sink, dishwasher, electric oven and range, refrigerator and more. For comfort, the wood-burning fireplace has a heat recirculator, storm doors and windows are self-storing, temperature is thermostatically controlled. The home also has passive solar Clerestory windows. The Commodore Corporation, PO Box 295, Syracuse, Indiana 46567, or circle Reader Service No. 62.



The all-new 14-foot-wide Stonehaven home from Kit is manufactured in Caldwell, Idaho, and McPherson, Kansas. The optional exterior uses a flexible stucco that is applied at the factory before shipping. A natural wood exterior is also available. Two or three bedrooms are offered in the single-section floorplans. Raised ceilings are included in the living areas; walls are a stippled wallboard like those found in conventional homes. A variety of accent features are also available. Kit Manufacturing Company, PO Box 848, Long Beach, California 90801, or circle Reader Service No. 63.

MH BUSINESS

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WORLD SHELTER

Manufactured Housing Goes International

MHBUSINESS

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ON THE COVER: MANUFACTURED HOUSING IS ONE SOLUTION TO THE GLOBAL HOUSING SHORTAGE. MANUFACTURERS FROM OTHER NATIONS ARE EYEING A READY MARKET—ONE THAT MAY INCLUDE THE UNITED STATES. WHAT IMPACT WILL THE WORLD MARKET MAKE ON THE AMERICAN INDUSTRY? HOW DO YOU BREAK INTO THAT MARKET? TURN TO PAGE 26. PHOTO: IMAGICS.

MANUFACTURED HOUSING BUSINESS (USPS 356-360 ISSN 0745-1040). MANUFACTURED HOUSING BUSINESS IS THE FIRST MAGAZINE IN THE MOBILE-MODULAR HOUSING FIELD DEVOTED WHOLLY TO THE TRADE ASPECTS OF THE INDUSTRY AND IS CIRCULATED EXCLUSIVELY TO MOBILE HOME AND MODULAR HOUSING MANUFACTURERS, SUPPLIERS, DEALERS AND ASSOCIATED GROUPS. IT WAS THE FIRST AUDITED TRADE PUBLICATION (BUSINESS PUBLICATIONS AUDIT) SERVING THE MOBILE HOUSING INDUSTRY. MANUFACTURED HOUSING BUSINESS IS PUBLISHED MONTHLY. SUBSCRIPTION RATES: U.S. AND CANADA, $12 PER YEAR; FOREIGN $24 PER YEAR; SINGLE COPY, $1.50. ADVERTISING RATES ON REQUEST. CONTROLLED CIRCULATION POSTAGE PAID AT AGOURA HILLS, CALIFORNIA, AND ADDITIONAL ENTRY POINTS. FORM 3579 REQUESTED. SEND TO 29901 AGOURA ROAD, AGOURA HILLS, CALIFORNIA 91301. ADDRESS ALL COMMUNICATIONS TO MANUFACTURED HOUSING BUSINESS, 2300 MIDDLEBURY STREET, ELKHART, INDIANA 46516. TELEPHONE (219) 295-7820. EDITORIAL MATERIAL AND RELEASES SHOULD BE SENT TO MANUFACTURED HOUSING BUSINESS, 29901 AGOURA ROAD, AGOURA HILLS, CALIFORNIA 91301. COPYRIGHT ©, 1983 TL ENTERPRISES, INCORPORATED.

EXCHANGE

JOHN THOMPSON

Harrison County, Indiana, issued **more permits for new MHs** than for new site-built homes in 1982. This follows an intention "to be able to offer housing sites to young people." Additionally, county records show that homeowners seem to be having smaller homes built than in years past.

Kit reports 1983 first quarter sales of manufactured homes down 35%. While RV sales rose 12%, overall sales for the period were $4,696,000, down 15% from the $5,504,000 reported for the 1982 first quarter. **Looking toward a better year,** President Dwight Taggart commented, "From a product planning and implementation point of view, manufactured housing is where recreational vehicles were this time last year."

David Leichey, MH finance consultant, compiled statistics showing that **banks held 51% of manufactured home loans** at the end of 1982. Finance companies followed with 26%, S&Ls were in third place with 20%, and credit unions brought up the rear with 3%. "Collectively, all of the various financial institutions reported a combined manufactured home loan portfolio of more than $18.7 billion dollars . . ." said Leichey.

Fabwell, Incorporated, fabricator of aluminum and steel siding, roofing and specialty products, reports a **61% increase in 1982 sales** and a similar gain in profits. The company cites two acquisitions—Kaiser Aluminum & Chemical's Elkhart, Indiana, and Douglas, Georgia, facilities—as major contributors to these results. Also announced is the company's plan to construct a 37,000-square-foot plant in Waco, Texas.

L D Brinkman, distributor of carpet and floor products and maker of Lancer mobile homes and Brinkcraft modular housing, reports second-quarter revenues of $52.2 million, **up 10% from last year's second quarter.** Six months revenues of $104 million were up 3% from previous half-year results.

Several organizations, including AIA, NIBS and AFL-CIO, testified favorably before the Senate Subcommittee on Housing and Urban Affairs on the need for manufactured housing and the **inclusion of MH in proposed legislation** that would further the availability of manufactured housing.

	Total USA & Canada	Region One	Region Two	Region Three	Region Four	Region Five	Region Six
4th Quarter Sales Vol compared to 1981	– 8%	+32.1%	+26.5%	+39.7%	–30.1%	+10.8%	+14.1%
Year End Sales Vol compared to 1981	+9.5%	+15.5%	+13.5%	+26.4%	+6.3%	+11.3%	–6.7%
Av. Collection Days 1981	22.81	32	24.67	20.20	24.89	20.70	21.50
Av. Collection Days 1982	23.20	29	25.90	24.08	20.61	20.92	22.10
Inventory On Hand (months as of 12/31/82)	3.52	NA	3.83	4.16	2.01	4.39	2.52
Sales Per Employee (000 omitted)	$33	NA	$33	$26	$46	$26	$32
Gross Profit Margin Range:							
High	47.2%	NA	42 %	30.8%	31 %	47.2%	30.5%
Low	9.3%	NA	22.6%	9.3%	22.5%	26.4%	20 %

WAREHOUSE DISTRIBUTORS ASSOCIATION SURVEY OF U.S. AND CANADIAN MEMBERS FOR THE 1982 FOURTH QUARTER AND YEAR END (Note that figures are not absolute as not every WDA member responds to each question).

The Doughty Report, a prestigious Tulsa, Oklahoma, based financial advisory service, has published an **enthusiastic recommendation of the MH industry.** Based upon a prediction of "significant economic recovery" in '83, the service especially recommends Pulte Homes and Shapell Industries. Further, the study states: 1) ". . . declining interest rates will have a greater impact on major capital purchases than they will on any other category of spending." 2) The housing industry, "(which has been traditionally prosaic, fragmented and contractor dominated), is now becoming dominated by sophisticated home manufacturing corporations. The quality of the product per dollar spent will likely escalate sharply in years to come."

IN BRIEF: Manufactured homes contributed 13% of the previously announced 1982 **Coachmen** sales of $262.9 million, up from 11% of 1981's $205.5 million in overall company sales. * * **NMHF** reports that the February 1983 issue of *U.S. News & World Report* statistics show that "of the 400 industrial shares in Standard and Poor's index, there were 1982 gains of 138% for mobile homes and 114% for other home building companies. The report adds that Dean Witter Reynolds has 'hold-sell' ratings on Skyline, Fleetwood and Redman." * * **Diamond Cabinets,** a division of the Medford Corporation, has opened a branch sales office in Arlington, Texas, to serve the Dallas-Fort Worth area. * * The 1983 MH and Land Development Seminar sponsored by **NMHF and TL Enterprises** drew a gratifying 150 paid registrants. * * **HUD** will write a new addition to the HUD handbook for field offices to guide them in judging MH permanent foundation systems relative to FHA Title II Financing applications.

Prior to joining MHB as a contributing editor, John Thompson was an investment banker with a New York Stock Exchange member firm. He specialized in corporate finance, mergers and acquisitions. He was also a principal in a federally chartered small business investment company, that was active in real estate development projects. Thompson is now a widely published author who writes regularly for all TL publications and has authored two books for TL Enterprises, Incorporated.

SHIPMENT AND PRODUC

Revised/February 1983

State		Single Section	Multi-Section	Total 2/83	Total 2/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
Alabama	Prod	1440	150	1590	1284	23.83	2928	2357	24.23
	Ship	542	87	629	464	35.56	1105	750	47.33
Alaska*	Prod	–	–	–	–	–	–	–	–
	Ship	7	2	9	0	0	19	2	850.00
Arizona	Prod	314	238	552	541	2.03	1095	949	15.38
	Ship	310	280	590	587	0.51	1170	1004	16.53
Arkansas	Prod	256	21	277	204	35.78	507	378	34.13
	Ship	322	45	367	182	101.65	647	517	25.15
California	Prod	235	661	896	1153	–22.29	1703	1750	– 2.69
	Ship	178	515	693	997	–30.49	1335	1488	–10.28
Colorado	Prod	74	51	125	194	–35.57	254	307	–17.26
	Ship	104	50	154	233	–33.91	289	414	–30.19
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	14	2	16	16	0	25	24	– 4.17
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	122	24	146	96	52.08	240	167	45.51
Florida	Prod	861	1092	1953	1554	25.68	3934	3086	27.48
	Ship	1242	1238	2480	2177	13.92	4943	4148	19.17
Georgia	Prod	1872	988	2860	2251	27.05	5660	4271	32.52
	Ship	625	378	1003	809	23.98	1932	1605	20.37
Idaho	Prod	157	103	260	408	–36.27	499	583	–14.41
	Ship	53	44	97	168	–42.26	173	216	–19.91
Illinois*	Prod	–	–	–	–	–	–	–	–
	Ship	218	44	262	218	20.18	403	292	38.01
Indiana	Prod	1287	276	1563	1381	13.18	2682	2033	31.92
	Ship	220	47	267	270	– 1.11	415	344	20.64
Iowa*	Prod	–	–	–	–	–	–	–	–
	Ship	39	17	56	108	–48.15	112	142	–21.13
Kansas	Prod	444	46	490	660	–25.76	1056	1435	–26.41
	Ship	184	34	218	226	– 3.54	784	1001	–21.68
Kentucky*	Prod	–	–	–	–	–	–	–	–
	Ship	269	41	310	327	– 5.20	529	485	9.07
Louisiana	Prod	235	16	250	247	1.21	455	445	0
	Ship	877	65	942	1165	–19.14	1787	2156	–17.12
Maine*	Prod	–	–	–	–	–	–	–	–
	Ship	49	1	50	45	11.11	69	63	9.52
Maryland*	Prod	–	–	–	–	–	–	–	–
	Ship	52	20	72	57	26.32	149	138	7.97
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	13	10	23	20	15.00	46	38	21.05
Michigan*	Prod	–	–	–	–	–	–	–	–
	Ship	205	52	257	226	13.72	429	335	28.06
Minnesota	Prod	138	14	152	197	–22.84	253	268	– 5.60
	Ship	76	8	84	91	– 7.69	151	137	10.22
Mississippi	Prod	567	7	574	338	69.82	1097	664	70.34
	Ship	277	44	321	256	25.39	663	436	52.06
Missouri	Prod	67	27	94	71	32.39	199	159	25.16
	Ship	207	43	250	216	15.74	532	348	52.87
Montana*	Prod	–	–	–	–	–	–	–	–
	Ship	57	21	78	94	–17.02	125	129	– 3.10
Nebraska	Prod	212	50	262	306	–14.38	510	595	–14.29
	Ship	36	13	49	89	–44.94	92	125	–26.40
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	44	91	135	159	–15.09	265	246	7.72
New Hampshire*	Prod	–	–	–	–	–	–	–	–
	Ship	43	6	49	38	28.95	87	57	52.63

TION OF MOBILE HOMES

Revised/February 1983

State		Single Section	Multi-Section	Total 2/83	Total 2/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	35	10	45	50	-10.00	86	60	43.33
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	282	59	341	232	46.98	689	439	56.95
New York*	Prod	–	–	–	–	–	–	–	–
	Ship	230	31	262	158	65.82	391	262	49.24
North Carolina	Prod	1119	365	1484	1356	9.99	3062	2400	27.58
	Ship	912	282	1194	1027	16.26	2471	1791	37.97
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	45	5	50	130	-61.54	75	176	-57.39
Ohio	Prod	153	11	164	145	13.10	253	145	74.48
	Ship	258	59	317	374	-15.24	565	509	11.00
Oklahoma	Prod	74	8	82	88	- 6.82	142	191	-25.65
	Ship	592	68	660	680	- 2.94	1262	1677	-24.75
Oregon	Prod	240	242	482	517	- 6.77	896	843	6.29
	Ship	58	72	130	247	-47.37	269	377	-28.65
Pennsylvania	Prod	638	100	738	656	12.50	1330	1063	25.12
	Ship	326	41	367	346	6.07	643	504	27.58
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	3	0	3	8	-62.50	8	8	0.00
South Carolina*	Prod	–	–	–	–	–	–	–	–
	Ship	552	194	746	546	36.63	1545	980	57.65
South Dakota*	Prod	–	–	–	–	–	–	–	–
	Ship	37	9	46	42	9.52	77	69	11.59
Tennessee	Prod	558	58	616	408	50.98	1149	839	36.95
	Ship	268	50	318	284	11.97	605	502	20.52
Texas	Prod	2885	386	3271	2549	28.32	6451	5220	23.58
	Ship	2941	365	3306	2483	33.15	6664	5394	23.54
Utah*	Prod	–	–	–	–	–	–	–	–
	Ship	69	48	117	87	34.48	199	181	9.94
Vermont*	Prod	–	–	–	–	–	–	–	–
	Ship	18	2	20	14	42.86	28	22	27.27
Virginia	Prod	269	11	280	163	71.78	546	263	107.60
	Ship	247	53	300	271	10.70	623	511	21.92
Washington	Prod	40	57	97	132	-26.52	175	195	-10.26
	Ship	221	220	441	464	- 4.96	803	722	11.22
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	156	27	183	233	-21.46	299	363	-17.63
Wisconsin	Prod	195	9	204	288	-29.17	352	381	- 7.61
	Ship	161	7	168	197	-14.72	270	253	6.72
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	49	21	70	159	-55.97	115	259	-55.60
DC & US Territories	Prod								
	Ship								
Export	Prod								
	Ship								
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend	Ship	756	143	899	35	2468.57	1836	143	1183.92
TOTAL	Prod	14,601	5082	19,683	17,401	13.11	37,792	31,295	20.76
	Ship	14,601	5082	19,683	17,401	13.11	37,792	31,295	20.76
States shown with •		272	95	367	310	18.39	604	495	22.02

(•) These states have fewer than three manufacturers. Figures are aggregated on first line above totals to protect proprietary information. Figures are compiled by the National Conference of States on Building Codes and Standards.

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Super Features For Super Kitchens!

Complete South Bend Show Section

Commercializing On Modulars

MHBUSINESS

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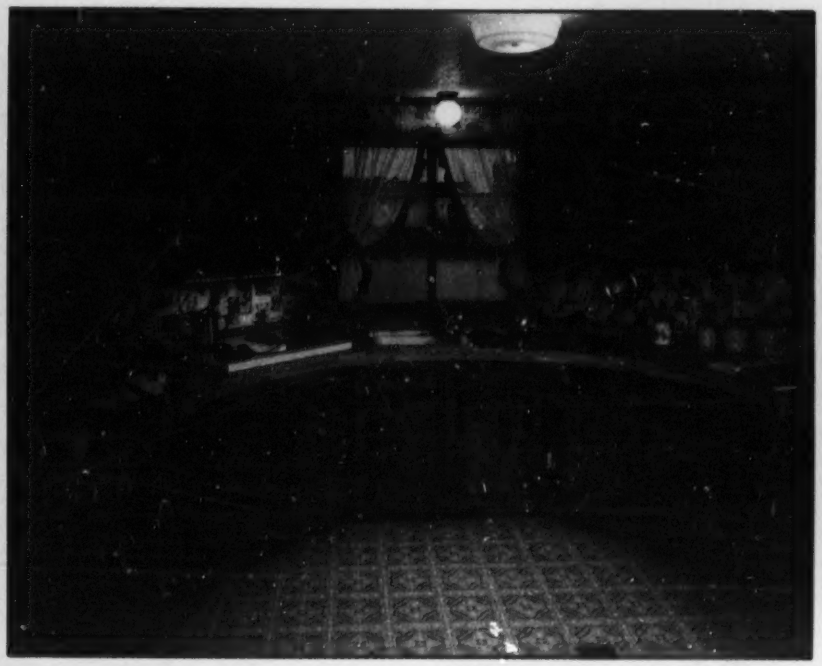

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ON THE COVER: OUR COVER STORY IS INTENDED TO GIVE YOU A WINDOW ON THE SUPER ACCESSORIES THAT MAKE SUPER KITCHENS. TO COOK UP SOME SUPER SALES FOR YOURSELF, SEE PAGE 20. PHOTO COURTESY OF KELLER INDUSTRIES AND LASALLE-DEITCH.

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PRODUCTION AND SHIP

Revised March 1983

State		Single Section	Multi-Section	Total 3/83	Total 3/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
Alabama	Prod	1916	185	2101	1735	21.10	5029	4092	22.90
	Ship	651	109	760	434	75.12	1865	1184	57.52
Alaska*	Prod	–	–	–	–	–	–	–	–
	Ship	46	8	54	77	-29.87	96	79	21.52
Arizona	Prod	369	291	660	500	32.00	1755	1504	16.69
	Ship	361	293	654	512	27.73	1824	1516	20.32
Arkansas	Prod	311	18	329	310	6.13	836	688	21.51
	Ship	374	51	425	269	57.99	1072	786	36.39
California	Prod	279	804	1083	862	25.64	2786	2612	180.66
	Ship	185	657	842	748	12.57	2177	2236	- 2.64
Colorado	Prod	84	79	163	124	31.45	417	431	- 3.25
	Ship	134	57	191	214	-10.75	480	628	-23.57
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	28	1	29	30	- 3.33	54	54	0.00
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	197	25	222	153	45.10	462	320	44.38
Florida	Prod	938	1246	2184	1602	36.33	6118	4688	30.50
	Ship	1348	1390	2738	2104	30.13	7681	6252	22.86
Georgia	Prod	2276	1230	3506	3083	13.72	9166	7354	24.64
	Ship	916	449	1365	1200	13.75	3297	2805	17.54
Idaho	Prod	217	152	369	386	- 4.40	868	969	-10.42
	Ship	73	67	140	134	4.48	313	350	-10.57
Illinois*	Prod	–	–	–	–	–	–	–	–
	Ship	302	81	383	218	75.69	786	510	54.12
Indiana	Prod	1861	422	2283	1806	26.41	4965	3839	29.33
	Ship	375	89	464	280	65.71	579	624	- 7.21
Iowa*	Prod	–	–	–	–	–	–	–	–
	Ship	95	17	112	65	72.31	224	207	8.21
Kansas	Prod	643	74	717	1033		1773	2468	-30.59
	Ship	230	59	289	251	15.14	1073	1252	-14.30
Kentucky*	Prod	–	–	–	–	–	–	–	–
	Ship	374	99	473	381	24.15	1002	866	15.70
Louisiana	Prod	305	28	333	325	2.46	788	770	2.34
	Ship	1082	57	1139	1349	-15.57	2926	3505	-16.52
Maine*	Prod	–	–	–	–	–	–	–	–
	Ship	117	4	121	48	152.08	171	93	83.87
Maryland*	Prod	–	–	–	–	–	–	–	–
	Ship	58	16	74	122	-39.34	146	179	-18.44
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	27	10	37	31	19.35	60	51	17.65
Michigan*	Prod	–	–	–	–	–	–	–	–
	Ship	311	87	398	285	39.65	655	511	28.18
Minnesota	Prod	184	21	205	195	5.13	357	392	- 8.93
	Ship	84	11	95	121	-21.49	179	212	15.57
Mississippi	Prod	708	6	714	524	36.26	1288	862	49.42
	Ship	464	59	523	381	37.27	844	637	32.50
Missouri	Prod	78	54	132	196	-32.65	226	267	-15.36
	Ship	356	66	422	326	29.45	672	542	23.99
Montana*	Prod	–	–	–	–	–	–	–	–
	Ship	96	36	132	61	116.39	210	155	35.48
Nebraska	Prod	279	71	350	380	- 7.80	612	686	-10.79
	Ship	66	19	85	73	16.44	134	162	-17.28
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	84	111	195	127	53.54	330	286	15.38
New Hampshire*	Prod	–	–	–	–	–	–	–	–
	Ship	35	19	54	49	10.20	103	87	18.39

MENT OF MOBILE HOMES

Revised/March 1983

State		Single Section	Multi-Section	Total 3/83	Total 3/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	29	5	34	43	-20.93	120	103	16.50
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	349	93	442	317	39.43	1131	756	49.60
New York*	Prod	–	–	–	–	–	–	–	–
	Ship	342	56	398	346	15.03	789	608	29.77
North Carolina	Prod	1579	385	1964	1619	21.31	5026	4019	25.06
	Ship	1218	310	1528	1168	30.82	3999	2959	35.15
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	53	12	65	128	-49.22	140	304	-53.95
Ohio	Prod	223	17	240	118	103.39	493	263	87.45
	Ship	363	58	421	342	23.10	986	851	15.86
Oklahoma	Prod	94	19	113	108	4.63	255	299	-14.72
	Ship	878	90	968	1313	-26.28	2230	2990	-25.42
Oregon	Prod	283	365	648	571	13.49	1544	1414	9.19
	Ship	80	129	209	195	7.18	470	572	-17.83
Pennsylvania	Prod	913	154	1067	956	11.61	2397	2019	18.72
	Ship	477	62	539	497	8.45	1182	1001	18.08
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	7	2	9	5	44.44	17	13	30.77
South Carolina*	Prod	–	–	–	–	–	–	–	–
	Ship	719	243	962	634	51.74	2507	1614	55.33
South Dakota*	Prod	–	–	–	–	–	–	–	–
	Ship	58	12	70	56	25.00	147	125	17.60
Tennessee	Prod	656	145	801	672	19.20	1950	1511	29.05
	Ship	424	100	524	782	-32.99	1129	1284	-12.07
Texas	Prod	3546	463	4009	3888	3.11	10.460	9108	14.84
	Ship	3559	483	4042	4391	-7.95	10,706	9785	9.41
Utah*	Prod	–	–	–	–	–	–	–	–
	Ship	72	53	125	107	16.82	324	288	12.50
Vermont*	Prod	–	–	–	–	–	–	–	–
	Ship	43	1	44	32	37.50	72	54	33.33
Virginia	Prod	423	22	445	238	86.97	991	501	97.80
	Ship	431	63	494	379	30.34	1117	890	25.51
Washington	Prod	42	95	137	124	10.48	312	319	-2.19
	Ship	216	334	550	501	9.78	1353	1223	10.63
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	209	58	267	312	-14.42	566	675	-16.15
Wisconsin	Prod	345	18	363	274	32.48	715	655	9.16
	Ship	297	9	306	179	70.95	576	432	33.33
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	52	27	79	141	-43.97	194	400	-51.50
DC & US Territories	Prod				0				
	Ship				11		11		
Export	Prod								
	Ship	0	189	189					
Canada	Prod	0	0	0	0	0	0	0	0
Dest. Pend	Ship	597	133	730	180	305.56	2566	323	694.43
TOTALS	Prod	18,942	6469	25,411	22,098	14.99	63,203	53,393	18.37
	Ship	18,942	6469	25,411	22,098	14.99	63,203	53,393	18.37
States shown with •		390	105	495	469	5.54	1099	964	14.00

(•) These states have fewer than three manufacturers. Figures are aggregated on first line below totals to protect proprietary information. Figures are compiled by the National Conference of States on Building Codes and Standards.

MH BUSINESS

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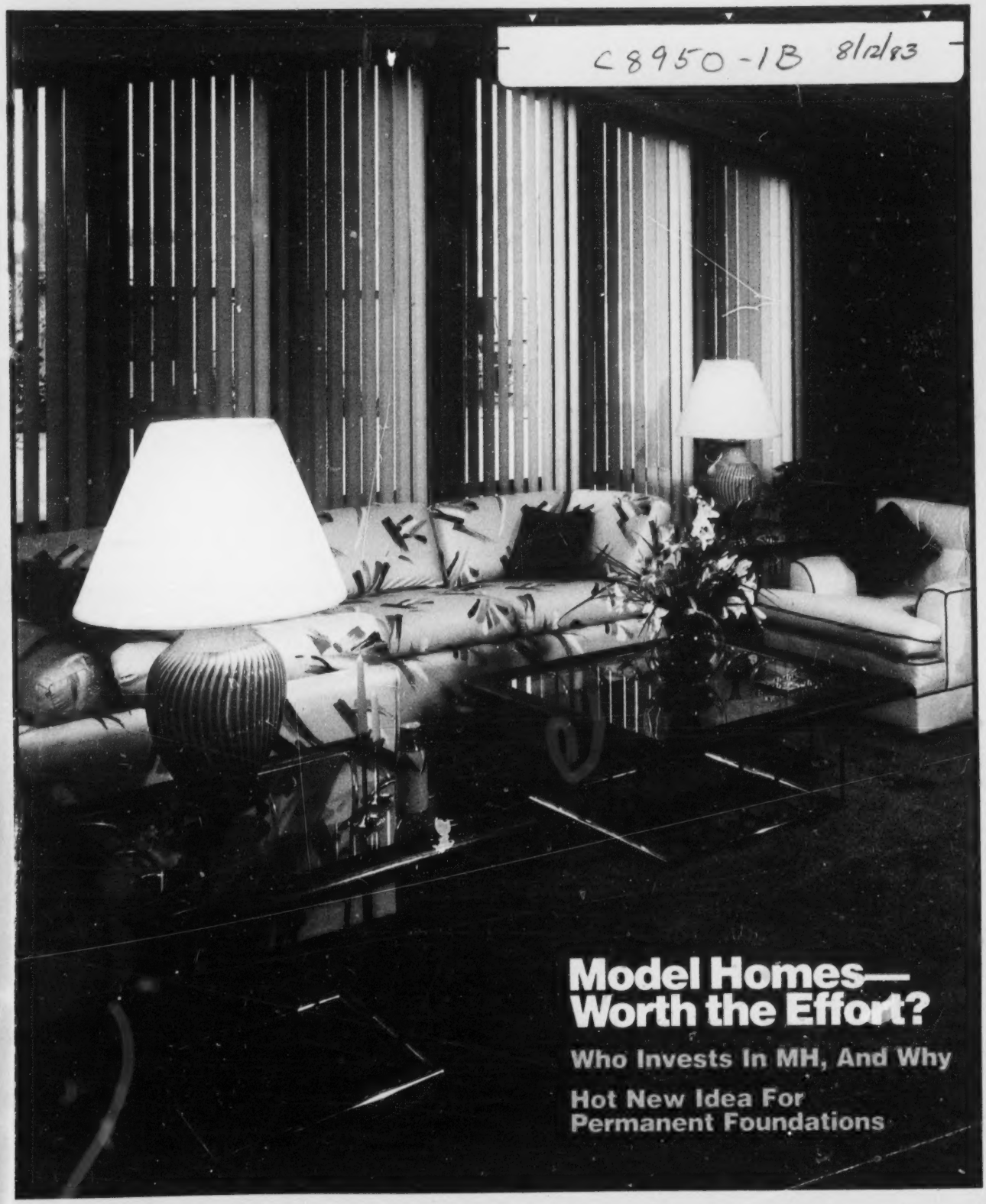
C8950-1B 8/12/83



Model Homes— Worth the Effort?

Who Invests In MH, And Why

Hot New Idea For Permanent Foundations

MHBUSINESS

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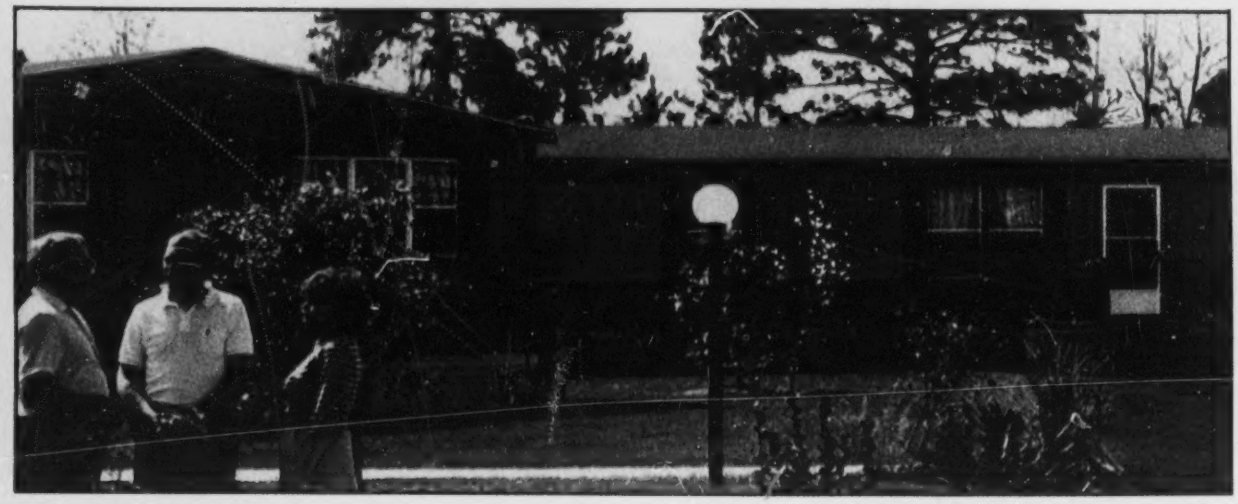

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SHIPMENT AND PRODUC

Revised/April 1983

State		Single Section	Multi-Section	Total 4/83	Total 4/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
Alabama	Prod	2105	214	2319	1849	25.42	7348	5941	23.68
	Ship	717	125	842	487	72.90	2707	1671	62.00
Alaska*	Prod	–	–	–	–	–	–	–	–
	Ship	28	9	37	47	-21.28	133	126	5.56
Arizona	Prod	321	269	590	427	38.17	2345	1931	21.44
	Ship	326	282	608	374	62.57	2432	1890	28.68
Arkansas	Prod	283	22	305	364	-16.21	1141	1052	8.46
	Ship	392	49	441	330	33.64	1513	1116	35.57
California	Prod	290	800	1090	825	32.12	3876	3437	12.77
	Ship	217	676	893	656	36.13	3070	2892	6.15
Colorado	Prod	72	62	134	147	- 8.84	551	578	- 4.67
	Ship	125	48	173	211	-18.01	653	839	-22.17
Connecticut	Prod	0	0	0	0	0	0	0	0
	Ship	21	3	24	20	20.00	78	132	-40.91
Delaware	Prod	0	0	0	0	0	0	0	0
	Ship	187	28	215	130	65.38	677	839	-19.31
Florida	Prod	816	1106	1922	1509	27.37	8040	6197	29.74
	Ship	1155	1232	2387	1986	20.19	10,068	8238	22.21
Georgia	Prod	2387	1190	3577	2946	21.42	12,743	10,300	23.72
	Ship	924	507	1431	1097	30.45	4728	3902	21.17
Idaho	Prod	243	150	393	331	18.73	1261	1300	- 3.00
	Ship	82	67	149	131	13.74	462	481	- 3.95
Illinois*	Prod	–	–	–	–	–	–	–	–
	Ship	281	80	361	239	51.05	1147	749	53.14
Indiana	Prod	1939	457	2396	1951	22.81	7361	5790	27.13
	Ship	337	83	420	338	24.26	999	962	3.85
Iowa*	Prod	–	–	–	–	–	–	–	–
	Ship	78	13	91	85	7.06	315	292	7.88
Kansas	Prod	591	75	666	1019	-34.64	2439	3487	-30.05
	Ship	246	66	312	255	22.35	1385	1507	- 8.10
Kentucky*	Prod	–	–	–	–	–	–	–	–
	Ship	385	111	496	446	11.21	1498	1312	14.18
Louisiana	Prod	293	19	312	359	-13.09	1100	1129	- 2.57
	Ship	1111	53	1164	1493	-22.04	4090	4998	-18.17
Maine*	Prod	–	–	–	–	–	–	–	–
	Ship	94	3	97	60	61.67	268	153	75.16
Maryland*	Prod	–	–	–	–	–	–	–	–
	Ship	87	15	102	98	4.08	248	277	-10.47
Massachusetts	Prod	0	0	0	0	0	0	0	0
	Ship	32	14	46	34	35.29	106	85	24.71
Michigan*	Prod	–	–	–	–	–	–	–	–
	Ship	331	95	426	248	71.77	1081	759	42.42
Minnesota	Prod	219	16	235	178	32.02	592	570	3.86
	Ship	132	14	146	141	3.55	325	353	- 7.93
Mississippi	Prod	664	9	673	546	23.26	1961	1408	39.28
	Ship	552	55	607	459	32.24	1451	1096	32.39
Missouri	Prod	82	51	133	183	-27.32	359	450	-20.22
	Ship	370	80	450	281	60.14	1122	823	36.33
Montana*	Prod	–	–	–	–	–	–	–	–
	Ship	117	42	159	90	76.67	369	245	50.61
Nebraska	Prod	259	72	331	424	-21.93	943	1110	-15.05
	Ship	81	28	109	69	57.97	243	231	5.19
Nevada	Prod	0	0	0	0	0	0	0	0
	Ship	70	80	150	112	33.93	480	398	20.60
New Hampshire*	Prod	–	–	–	–	–	–	–	–
	Ship	58	5	63	53	18.87	166	140	18.57

TION OF MOBILE HOMES

Revised/April 1983

State		Single Section	Multi-Section	Total 4/83	Total 4/82	Percent Comparison	Year To Date 1983	Year To Date 1982	Percent Comparison
New Jersey	Prod	0	0	0	0	0	0	0	0
	Ship	40	12	52	42	23.81	172	145	18.62
New Mexico	Prod	0	0	0	0	0	0	0	0
	Ship	317	63	380	470	-19.15	1511	1266	19.35
New York*	Prod	–	–	–	–	–	–	–	–
	Ship	467	59	526	400	31.50	1315	1008	30.46
North Carolina	Prod	1506	333	1839	1634	12.55	6865	5653	21.44
	Ship	1250	316	1566	1239	26.39	5565	4198	32.56
North Dakota	Prod	0	0	0	0	0	0	0	0
	Ship	51	14	65	114	-42.98	205	418	-50.96
Ohio	Prod	267	23	290	151	92.05	783	414	89.13
	Ship	407	90	497	379	31.13	1483	1230	20.57
Oklahoma	Prod	80	26	106	91	16.48	361	390	- 7.44
	Ship	760	103	863	1267	-31.89	3093	4257	-27.34
Oregon	Prod	236	353	589	574	2.61	2133	1988	7.29
	Ship	92	164	256	183	39.89	726	755	- 3.84
Pennsylvania	Prod	986	149	1135	1039	9.24	3532	3058	15.50
	Ship	545	70	615	562	9.43	1797	1563	14.97
Rhode Island	Prod	0	0	0	0	0	0	0	0
	Ship	11	1	12	7	71.43	29	20	45.00
South Carolina*	Prod	–	–	–	–	–	–	–	–
	Ship	695	258	953	670	42.24	3460	2284	51.49
South Dakota*	Prod	–	–	–	–	–	–	–	–
	Ship	56	18	74	53	39.62	221	178	24.16
Tennessee	Prod	709	197	906	832	8.89	2856	2343	21.90
	Ship	468	96	564	612	- 7.84	1693	1896	-10.71
Texas	Prod	3261	438	3699 -	3890	- 4.91	14,159	12,998	8.93
	Ship	3191	463	3654	4348	-15.96	14,360	14,133	1.61
Utah*	Prod	–	–	–	–	–	–	–	–
	Ship	58	36	94	136	-30.88	418	424	- 1.42
Vermont*	Prod	–	–	–	–	–	–	–	–
	Ship	63	1	64	50	28.00	136	104	30.77
Virginia	Prod	461	18	479	254	88.58	1470	755	94.70
	Ship	505	79	584	557	4.85	1701	1447	17.55
Washington	Prod	32	108	140	119	17.65	452	438	3.20
	Ship	153	291	444	490	- 9.39	1797	1713	4.90
West Virginia	Prod	0	0	0	0	0	0	0	0
	Ship	277	54	331	341	- 3.23	897	1016	-11.71
Wisconsin	Prod	327	23	350	293	19.45	1065	940	13.30
	Ship	312	10	322	194	65.98	898	626	43.45
Wyoming	Prod	0	0	0	0	0	0	0	0
	Ship	40	23	63	102	-38.24	257	502	-48.80
DC & US Territories	Prod								
	Ship				1		11	1	1000.00
Export	Prod								
	Ship	0	58	58			58		
Canada	Prod	0	0	0	0	0	0	0	0
Dest Pend	Ship	558	134	692	160	332.50	3258	483	574.53
TOTALS	Prod	18,852	6276	25,128	22,347	12.44	88,331	75,740	16.62
	Ship	18,852	6276	25,128	22,347	12.44	88,331	75,740	16.62
States shown with •		423	96	519	412	25.97	1618	1376	17.59

(•) These states have fewer than three manufacturers. Figures are aggregated on first line below totals to protect proprietary information. Figures are compiled by the National Conference of States on Building Codes and Standards.